A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 26, 1967

International Trade Winds Newsletter

Company News

IRON ORE PROCESSING—Allis-Chalmers, Milwaukee, Wis., has signed a working agreement with Friedrich Krupp Corp. of Germany for a complete iron ore pelletizing plant to be supplied to Sydvaranger Co., Oslo, Norway. The multi-million dollar plant, which will go into operation in 1969 and is designed to produce 1.2 million metric tons yearly, will be built by Krupp from Allis-Chalmers designs and specifications. The Sydvaranger installation will be the 18th worldwide plant to use Allis-Chalmers' "Grate-Kiln" process.

COMMUNICATIONS—RCA Communications, Inc., New York, has introduced the first automatic, direct-dial telex service between the Philippines and the United States, Australia, Germany, and Japan. RCA has increased its coaxial cable and satellite channel capacity to handle an anticipated increase in fully automatic telex calls between the U.S. and the Philippines.

ENGINEERING—The Public Utilities Authority of Liberia has retained the engineering firm of Chas. T. Main International, Inc., Boston, for a study of its national power resources and requirements. The study is to determine the country's power needs through 1981, and will also determine the optimum means of supplying and transmitting the necessary power. Main has conducted similar power studies for several countries in South America, Asia, and the Near East.

MATERIALS HANDLING—Manufacture of Yale materials handling equipment has begun in India, in accordance with a licensing agreement signed by Eaton Yale & Towne, Inc., Cleveland, and Voltas, Ltd., Bombay. Voltas, a subsidiary of Tata Industries, Ltd., India's largest manufacturing enterprise, will import parts from the United States under an AID program and manufacture completed units at its Thana plant. Production of hand pallet trucks is currently under way, with electric and diesel fork lift trucks to be added to the line later this year and in 1968.

The U.S. Trade Mission to Brazil reported in our June 5 issue has had an interesting offshoot. Mission member Thomas Rudel will head back to Brazil, leading six key U.S. railroad executives on a second mission which has the task of exploring the modernization and expansion of the Sao Paulo State Railway. It is a project in the $80 million bracket. Members are top officers of the Illinois Central. Pennsy, Union Pacific, Alco Division of Worthington, American Brake Shoe, and Francis I. DuPont.

The European swimming pool industry gathered in the conference rooms of the U.S. Trade Center, Frankfurt, this spring at a two-day seminar of Meridian Enterprises. It was a between-show use of the Trade Center's business lounge. The 40 to 50 persons who came were from Sweden, Denmark, Germany, Holland, Belgium and France. A highly successful meeting that helped bring U.S. technology to the entire industry, reported Meridian's Charles H. Nevil.

The Soap and Detergent Association is telling its membership of industry executives about the 564 overseas market reports announced in our April 17 issue. There were 370 more such reports announced in our May 15 issue, and 484 more in the June 12 issue. Watch our mid-month issues for full lists of these reports from U.S. Commercial Officers overseas about trading prospects for individual commodities in their areas. They vary in length from a single page to more than 70 pages, and cost $1.50 apiece.

Another reminder of a special International Commerce feature is contained in the American Management Association's monthly "Management Review," which is advising its readers interested in foreign operations of our May 1 Canada: New Century of Trade issue. In 28 pages we reported what's new on the overall Canadian economic scene, with a separate look at each of the provinces.

There is a great need for more American companies to think in global terms, according to an executive of a company whose international division, operating in 30 countries, accounts for almost half of a total annual sales of $1 billion. "Aside from business considerations alone," says Carroll R. Keim of Corn Products, "any American who has worked abroad knows that good business pays enormous social dividends to the country where it is located."

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Twice each year INTERNATIONAL COMMERCE lists the trade fairs around the world of significant interest to U.S. businessmen. This week's list, on Pages 5-22, includes more than 700 fairs from 57 nations. Cover photo was taken at the entrance to the U.S. Exhibition at the London International Engineering & Marine Exhibition in April, showing Miller Electric Mfg. Co. booth heading the lineup from the left.

June 26, 1967

Volume 73
Number 26

International Commerce

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BUREAU OF INTERNATIONAL COMMERCE

Special Report

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CONFERENCE TO SETTLE FINAL DETAILS of the Inter-American Investment Development Center included, from left, John B. Breen and S. Stanley Katz of the Commerce Dept's Office of International Investment, Carl D. Goderez of AID, Mark C. Feer, Deputy Assistant Secretary of Commerce for Financial Policy, Earl W. Eames Jr., President of the Council for International Progress in Management, and Jonathan McCabe of AID.

ALLIANCE INVESTMENT CENTER

Private consultants enlist

New technique will employ face-to-face contact to spur U.S. investors in Hemisphere

By ARTHUR McDERMOTT

Office of Publications and Information, DIB

One of the most imaginative plans yet devised for solving Latin America's industrial growth problem—by combining the investment services of both the Commerce Department and the Agency for International Development (AID) with the talents of the U.S. private consulting industry—will emphasize personal contact and persuasion in the search for more U.S. investors to boost the Alliance for Progress.

The Inter-American Investment Development Center (IIDC), a private, nonprofit operation which will be headquartered in New York, will act as a clearinghouse to help investment development consultants link a selected investment opportunity in Latin America with a receptive investor, through face-to-face meetings with U.S. firms.

The Center will be operated by the Council for International Progress in Management (CIPM) under a contract with AID, which has organized the project and intends to help support the Center until it becomes self-sufficient. The National Industrial Conference Board will also be associated with the new Center. The staffing of the new Center is expected to be completed shortly.

At the contract-signing in Washington last week, AID Administrator William S. Gaud said the Center "fills a basic need of the Inter-American business community. Here promising investment proposals from 20 other republics will meet prospective U.S. investors. I am confident that these encounters will lead to business ventures that will accelerate Latin America's economic growth."

Must grow to stay even

Latin American population growth is creating a need for more than 2.5 million new jobs each year just to maintain the economic status quo. An estimated one million of these jobs must be created through industrial development, and current investment levels have been falling $1-to-$2 billion short of the amount needed to create these jobs each year. This is the investment gap which the IIDC intends to help fill.

"We don't expect the Center to have too many dealings with the biggest U.S. firms, who have the resources to handle their own investment activities from beginning to end," says Carl Goderez, chief of AID's industrial development activities in Latin America. "But there are an estimated 50,000 firms in the middle sector of American industry, with annual sales ranging between $2 million and $50 million."

Can invest successfully

"They have the capital, managerial experience, and technology to invest successfully, but because of limited manpower or organization most of them are not very active in seeking overseas opportunities. The Center will probably be of most use as an investment clearinghouse for firms like these, although of course we'll be delighted to help firms of any size which come to us."

Middle-sized firms are usually more favorably disposed toward joint ventures,

which will be strongly emphasized by the Center. It's also possible for Latin firms to deal with them on an equal basis, which is often not the case regarding the larger U.S. firms.

Though joint ventures will get most of the Center's attention, licensing agreements will also be handled. Here again, small to medium-sized firms should benefit most.

Heart of operation

The heart of the Center's operations will be face-to-face contacts with potential U.S. investors in Latin America, through a roster of professional consulting organizations which have asked to be assigned specific investment opportunities which they can promote among U.S. firms.

Consultants are ideally fitted to perform the face-to-face promotion effort which Goderez feels is the best way to arouse the interest of potential U.S. investors. "They are skilled at selling intangibles; they are technically qualified; they have lists of clients who have confidence in them; they know how to open the door to non-client firms; they talk the language of the businessman. We have, potentially, an existing corps of thousands of professional promoters with direct lines to many times that number of possible investors."

Firms listed on the roster will be cross-indexed to indicate primary geographical areas of familiarity in both the United States and Latin America, and primary areas of industrial knowledge. Every type of consulting firm—financial, technical, commercial—with a demonstrated background in investment promotion will be eligible. Additionally, international banks and auditing firms, with their experience in overseas development, are also being welcomed as roster members.

The ultimate size of the roster is unpredictable, but that is not as important as the number of successful promoters who will eventually emerge as the hard core of repeat performers. As in other business activity, past successes will be the major factor in funneling new assignments.

The investment process begins when one of the 20 private and public development organizations with which the Center has set up special working relationships in the 20 hemispheric nations supporting the project submits a specific proposal which it has received from a firm in its country. Each submission must be accompanied by a $250 processing fee.

The project could be a joint venture proposed by local industrialists, or a completely new activity with or without local capital participation. Requests for a U.S. license, very often the first step toward an eventual capital investment, will be handled as regular projects. Other types of pre-investment activity, such as a search for a U.S. importer-distributor, could also become an important function of the Center.

This fee contributes very little to the operating cost of the Center. Actually, this $250 will buy the Latin firm a promotional effort that will cost between $4,000 and $5,000 in the U.S. "Its purpose is psychological more than anything else; it implies that the service is of value and that the Center is obligated to render full service," says Goderez. "It will also eliminate projects which have not been thoroughly prepared, and should generally serve to separate the wheat from the chaff.

"If anything, there are too many investment opportunities being proposed by Latin Americans today. The Center's affiliated development organization must determine that the project makes a degree of sense, in that it's practical, has been thought and planned out, and that U.S. help is definitely needed to make the project work. If all of the needed resources are available locally, then we're not even interested in hearing about it."

Each proposal will be submitted to the Department of Commerce for consideration by its Office of International Investment in an effort to identify potential U.S. investors.

Commerce helps

In this process, the Commerce Department can publish the proposal in INTERNATIONAL COMMERCE, and can utilize information developed by its Field Offices, industry and commodity specialists and its rapidly developing automated American International Traders Index (AITI). This index now contains approximately 23,000 names of U.S. firms which have indicated an interest in overseas trade or investment. The proposals can thus be brought to the attention of firms whose interests seem to match the proposal.

A flat fee of from $1500 to $3500 would be obligated to the consulting firm on acceptance of the assignment, to be paid whether or not any investment results from its efforts. However, if one of the firms contacted decides to invest, the firm will pay a finder's fee of 1 to 5% to the Center, which will share the proceeds with the firm which successfully promoted the proposal.

A field visit by the potential investor at his own expense will be considered the benchmark—the promotion is successful. Future development of the venture will depend on the financial, commercial and technical factors which generally govern such business initiatives, and will require the usual period of several months to a year to mature. But the Center will have discharged its function of bridging the gap between the project and a potential investor, thereby strongly increasing the probability of an investment ultimately taking place.

If there is no investor reaction, the Center gets a full report on what was done during the period of the assignment, and the reasons given for the lack of interest. These reports will go back to the originating firm, which might modify its proposal to satisfy the objections.

Can originate in U.S.

The Center will also handle investment proposals originating with a U.S. firm. An Investment Survey Request outlining the type of operation it is looking for will go to the affiliated agency for each country in which the U.S. firm has indicated an interest. The $250 processing fee will be charged for each country addressed and forwarded to the Latin American affiliate.

Potential investors will also be briefed on all of the business assistance programs furnished by AID's newly-organized Office of Private Resources.

One final function: the Center will be aware of so many projects and proposed projects, that it can warn U.S. investors away from questionable undertakings. For instance, says Goderez, "there are so many proposals for production of tomato paste in Latin America for export to the United States, that we would definitely discourage any further projects of this nature."

The Center is expected to be self-sustaining in three-to-five years, when the finder's fees start coming through in enough volume to support the operation. Until then it will be funded by the $250 processing fees, early returns from 'finders fees,' and a seed capital grant from AID.

"We are aiming at $50-$100 invested for every dollar of outlay by the Center," says Goderez. "Operation Bootstrap in Puerto Rico got a 28:1 ratio, and Ecuador's development organization, CENDES, has promoted at a rate of 44:1 since its founding four years ago. We can profit by their successes and mistakes, and the multi-national basis of the Center gives it a great deal more flexibility than operations which are confined to a single country. Simply because we'll have more strings in our bow, we should get better results."

Write: Inter-American Investment Development Center, 845 Third Ave., New York, N.Y.

'E' winner takes employees to D.C. for Capitol Hill award ceremony

Tork Time Controls of Mt. Vernon, N.Y. chartered bus to carry representative employees to special export award ceremony

Company employees who came to Washington to share their management's pride in a Presidential export award found an additional reason to be proud. They learned that the Capitol dome that was the backdrop for the award ceremony is lighted with the help of a product they had made.

At the Capitol, 25 employees of Tork Time Controls, Inc., of Mt. Vernon, N.Y., watched Senator Robert F. Kennedy present their company with an "E" flag and certificate.

Tork president Dorset J. White had sent the busload of employees to Washington, D.C., because "the award had been earned not only by management and the international sales division but by all employees—everyone connected with any phase of the manufacture and marketing of Tork products."

The group, which was chosen to represent a cross-section of total company personnel and included many factory workers, received a personal send-off from the mayor of Mt. Vernon.

The company was selected for the Presidential award because of its exporting activities, which caused export sales to increase from 2% of company sales to more than 21% in four years.

Tork, originally named Tork Clock Co., was established in 1922. The company developed and introduced mass-produced time switches. Prior to its inception, such controls were generally custom built by European manufacturers.

Tork makes time switches, timers and photoelectric controls that turn electrical circuits on and off depending upon intensity of daylight. This type of control is used with street lighting, vending machines, air conditioning, recorded music, store window illumination, elevators, fans and many others.

The Tork dial that controls the lighting in the U.S. Capitol dome turns the lights on at sunset and off at sunrise. It does not act on the light intensity principle, however, but by a clock that adjusts itself to the varying time of sunrise and sunset.

CAPITOL HILL 'E' AWARD CEREMONY was attended by (l. to r.) Sen. Jacob Javits; Tork president Dorset J. White; Sen. Robert F. Kennedy; Edward T. Auchterlonie, director of International Marketing for Tork; Michael Bizzoco, vice president-Marketing. Directly behind 'E' pennant are Mr. White's two sons.

Initial exporting efforts had been through an export agent. Tork officials decided that an individual representative would be better versed on the company's products than an export agent. Therefore, company executives visited Europe, Africa and the Near East in search of representatives. An international marketing director was appointed for South and Central America, Mexico and Canada.

Within three years of its first concerted efforts to sell abroad, Tork had representatives and distributors in 37 countries, and subsidiary companies in Canada, England and Israel.

Tork has succeeded in developing markets for a U.S. product previously limited because of difficult competitive conditions.

Tork has used U.S. Department of Commerce services: Trade Lists, World Trade Directory Reports, commercial officers, U.S. Trade Centers in Frankfurt and Bangkok, and a Trade Mission to Italy.

Tork prepared a Spanish language publication to assist in introducing its products to Mexico and South America.

U.S. commercial officers in Athens and Salonika helped arrange meetings and discussions for Tork executives with city officials and lighting engineers. As a result of these meetings, Athens changed its specifications for the control of street lighting to permit use of Tork equipment.

Tork is also introducing its type of control into England, for use with English Luminaires, and hopes to reach other sterling bloc countries.

Tork ships on open account, with nearly 75% of its export sales on 60 or 90 day drafts.

A major proportion of Tork personnel are first generation Americans. Many are of Puerto Rican descent; others are Italian, Slavic and German, some having emigrated from East Germany just a few years ago. Tork has trained its employees at the plant, offering them the opportunity to progress from low skill jobs to better positions.

In praising his employees, Mr. White said, "All have a great pride in their work. This award means much to them. . . . it is our pleasure to take our people to Washington to share in the pride and honor of the award."

The "E" certificate and flag were presented by Senator Robert F. Kennedy, representing Secretary of Commerce Alexander B. Trowbridge, in a special ceremony on the U.S. Capitol steps, Mr. White accepted the award on behalf of his company. Senator Jacob K. Javits also attended the presentation. For the return trip to New York the "E" pennant was displayed on the bus.

BUYERS VISIT COMPANY EXHIBITS on three levels at the MESUCORA fair of scientific and technical measuring instruments held this past April at Paris.

SALES OPPORTUNITIES

Fairs set for 57 nations

Worldwide exhibitions offer chances for U.S. businessmen to sell products and get agents

Every six months, INTERNATIONAL COMMERCE publishes a list of worldwide trade fairs to help American manufacturers plan their participation for the coming year—and the year after that.

These fairs, some general, some specialized, are listed by country, city, name, type, and management address. Unless otherwise specified, the fairs are held annually, are scheduled for 1967, and the management office is located in the host city. Tentative U.S. Government participation by the Department of Commerce is shown by this mark (•).

Information is taken from the latest data available to the Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

The first INTERNATIONAL COMMERCE each month carries an up-to-date schedule of U.S. trade fair participations, trade center promotions, and trade missions, with extensive descriptions of each.

Write: Bureau of International Commerce, Code 942, Department of Commerce, Washington, D.C. 20230.

Algeria

Algiers

Sept. 4-19. Int'l Fair of Algiers. Palais Consulaire, Place des Martyrs.

Austria

Dornbirn

Nov. 21-23. Austrian Textile Fair. Export-Und Mustermesse Ges. m.b.h. Dornbirn Realschulstrasse 6.

May 1968. Austrian Textile Fair.

Graz

Sept. 30-Oct. 8. Int'l Fall Fair.

Klagenfurt

Aug. 10-20. Timber Fair, Valentin Leitgebstrasse 11.

Ried im Innkries

Aug. 26-Sept. 3. Austrian Agriculture Fair.

Vienna

Sept. 10-17. Int'l Fall Fair, General. Messepalast, Messeplatz 1.

March 1968. Int'l Spring Fair.

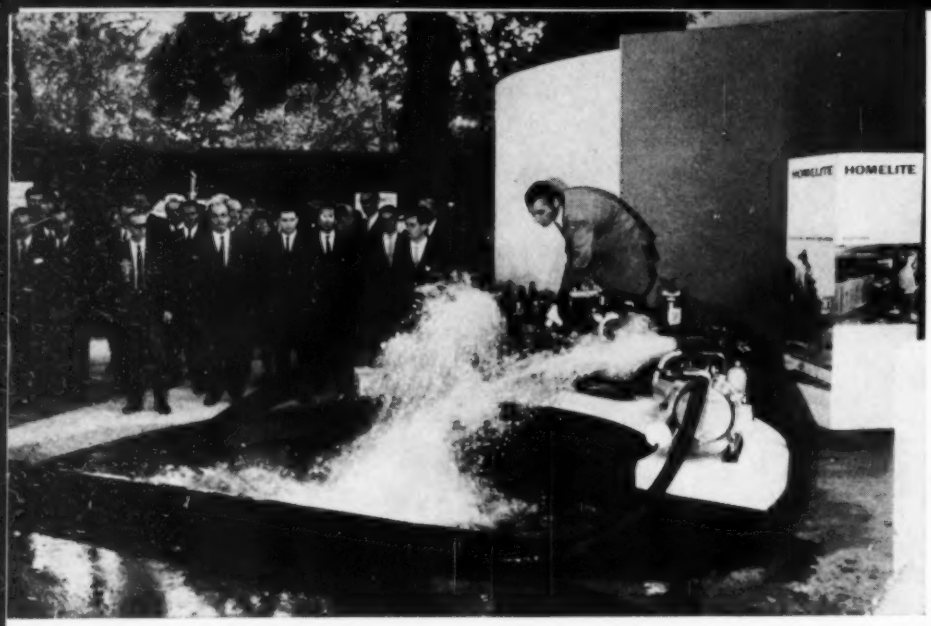
Wels

Aug. 30-Sept. 8, 1968. Austrian Agriculture Fair.

Australia

Adelaide

Sept. 1-9. Royal Show, Eagle Chamber, 7 Pirie St.



U.S.-MADE HAND TOOLS were featured at the 1967 Budapest International Fair. Above, a Homelite air-powered chain saw is demonstrated operating under water. Next Fair is set for May of next year.

Apr. 2-26. Adelaide Exhibition, General. 12 Pirie St.

Brisbane

Aug. 10-19. Royal Agricultural & Industry Show, GPO Box 122B.

Melbourne

June 26-July 1. Science Exhibition.
July 13-17. National Dairy Exhibition, 414 Bourke St.
July 13-22. National Boat & Sporting Exhibition, 392 Kilda Rd. Box 2689.
Aug. 7-12. ●Int'l Engineering Exposition. Factory Modernization Equipment.
Aug. 31-Sept. 9. Int'l Home Show. 392 Kilda Rd.

Perth

Sept. 21-28. Royal Agriculture Show, 239 Adelaide Terrace.

Sydney

July 24-29. Australian Catering Trade Show.
July 24-29. Building Trades Exhibition.
Sept. 8-16. Motor Boat & Boat Show. Chamber of Automotive Ind. of New South Wales, 33-39 Rilly St., Potts Point, N.S.W.
Oct. 19-28. Int'l Fall Trade Fair, Industrial Public Relations Service of Australia Pty. Ltd., Box 4180, GPO.

Belgium

Brussels

Sept. 16-18. BENELUX—Int'l Leather & Shoe Show. Salon Int'l du Cuir et de la Chaussure, Lange Kruisstraat 7, Ghent.
Sept. 16-24. Int'l Heating and Ventilating Exhibition. Ave Louise 178, Brussels 5.
Oct. 1-5. VESTIRAMA—Int'l Clothing Fair. Vestirama, Mertelaarslaan 65, Ghent.
Oct. 7-22. Food & Domestic Equipment Trades Fair. S.I.M.P.A., 29-31 Boulevard du Jardin Boutanique, Brussels.
Nov. 23-27. Furniture Exhibition. Foire Nationale de l'Industrie du Meuble, 13/15 Rue de Livourne, Brussels 5.
Nov. 25-Dec. 13. Int'l Hospital Equipment Exhibition Salon Int'l de l'Equipment Medical et Hospitalier, 171 Avenue du Domaine, Brussels 19.
Jan. 7-14, 1968. CENEM—Int'l Leather Good Exhibition. Salon de la Maroquinerie, 52 rue du Progres, Brussels.
Jan. 5-18, 1968. HORESCA—Int'l Hotel & Restaurant Equipment Exhibition, HORESCA 3, 183 Avenue Ed. Beneslaan, Brussels 8.
Feb. 11-18, 1968. Int'l Agricultural Machinery and Equipment Exhibition. U.N.E.X.P.O., 2 Avenue Bertrand, Brussels 3.

Charleroi

Oct. 28-Nov. 12. Int'l Household Exhibition. Palais des Expositions, Societe Cooperative de Gestion, Charleroi.

Ghent

Sept. 9-24. Int'l Fair. General. Foire Internationale 6, Avenue Melvoz, Liege 1.
Nov. 25-27. Int'l Exhibition for Horticultural Technology. Secretariat. 7 Lange Kruisstraat, Ghent.
Jan. 26-30, 1968. TEXTIRAMA—Int'l Textile & Clothing Industry Exhibition. Textirama v.z.w., Martelaarslaan 65, Ghent.

Liege

Sept. 9-24. Int'l Commercial Fair. Liege Int'l Fair, 6 Avenue Malvoz. B.P. 52, Liege 1.

Brazil

Rio de Janeiro

Sept. 20-24. Fashion Show. Rua Brasilio Machado 60.

Sao Paulo

Aug. 12-17. Tenth Nat'l Textile Trade Fair. Rua Brasilio Machado 60, Rio de Janeiro.
Sept. 30-Oct. 15. Seventh Children's Show. Rua Brasilio Machado 60, Rio de Janeiro.

Bulgaria

Plovdiv

Sept. 24-Oct. 3. Int'l Fair of Plovdiv. Bulgarian Chamber of Commerce, IIa Stamboliisky, Sofia.

Canada

Montreal

Apr. 28-Oct. 27. "EXPO 67"—Canadian Universal and International Exposition. Canadian Corporation for the 1967 World's Fair, Place Ville-Marie.
Sept. 11-13. Canadian Hardware Show. 481 University Ave., Toronto 2.
Oct. 1-3. Canadian Shoe and Leather Fair. 1010 St. Catherine St. W., Montreal 2.
Oct. 16-20. Canadian Graphic Arts Show.
Nov. 17-19. Canadian Launders and Dry Cleaners Show. 481 University Ave., Toronto 2.
April, 1968. Home and Garden Show.
May 28-31, 1968. Canadian Plant Engineering and Maintenance Show. 481 University Ave., Toronto 2.
Sept. 25-30, 1968. Canadian Chemical and Equipment Exhibition. 450 Alliance Ave., Toronto 9.
Oct. 6-8, 1968. Canadian Shoe and Leather Fair. 1010 St. Catherine St. W., Montreal 2.

Toronto

May 1-5. British Industrial Fair. 1/19 New Oxford St., London W.C. 1, England.
May 30-June 2. Plastics Show. 481 University Ave., Toronto 2.
Sept. 11-14. Grocery & Supermarket Show.
Sept. 21-24. Toronto Fall Gift Show, 443 Mt. Pleasant Rd.
Sept. 25-27. International Electronics Conference and Exposition. 1819 Yonge St., Toronto 7.

Sept. 25-28. Toronto Fall Gift Show. 443 Mt. Pleasant Rd.
Oct. 10-12. Drug, Variety, and Confectionery Show. 481 University Ave., Toronto 2.
Oct. 10-12. Grocery and Supermarket Show. 481 University Ave., Toronto 2.
Oct. 23-26. Canadian Graphic Arts Show. 481 University Ave., Toronto 2.
Nov. 10-19. Royal Agricultural Winter Show. 481 University Ave., Toronto 2.
May 7-10, 1968. Transportation Show; Mining and Metallurgy/Pit and Quarrying Show; and Materials Handling Exhibition. 481 University Ave., Toronto 2.
Sept. 30-Oct. 3, 1968. Toronto Fall Gift Show. 443 Mt. Pleasant Rd.
Dec. 9-12, 1968. Construction and Public Works Show. 481 University Ave., Toronto 2.

Vancouver

May 17-27. International Trade Fair. 207 W. Hastings St., Suite 601.
Aug. 19-Sept. 4. Pacific National Exhibition. Exhibition Park. Vancouver 6.

Chile

Santiago

Oct. 9-24. ●Santiago Int'l Trade Fair.

Colombia

Bogota

October, 1968. Int'l Agricultural Fair. Corporacion de Ferias y Exposiciones S.A. Carrera 40, No. 22C-67.

Czechoslovakia

Brno

Sept. 10-19. Int'l Trade Fair. General. Brno-Vystaviste, Praha 3, Vaclavske Nam. 57.
Sept. 12-27. Nat'l Stamp Exhibition. Praha 1, Nove Mesto, Jiudresska.

Denmark

Copenhagen

Sept. 17-21. Scandinavian Fashion Week V. Voldgode III.
Sept. 22-30. INTERTRANS Int'l Domestic Transport Exhibition. 1 Julius Thomsens Plads 1, Forum.
Sept. 22-Oct. 1. Int'l Technical Fair. Ryvangs Alle 20, Copenhagen O.
Sept. 22-Oct. 1. Int'l Productivity Exhibition. Ryvangs Alle 20, Copenhagen O.
Sept. 22-Oct. 1. Sporting Goods Show. Skindergade 29, Copenhagen K.
Oct. 20-29. Int'l Trade Fair. 64 Hvidkildevej.
Feb. 8-13, 1968. Scandinavian Boat Show. 8 Badstuestraede.
Apr. 20-29, 1968. Recreational Living. 7 Rantzausgade.
Sept. 27-Oct. 4, 1968. Int'l Electronics & Instruments Exhibition. 1 Julius Thomsen Plads, Copenhagen V.

Esbjerg

Apr. 24-May 5, 1968. Int'l Fisheries Fair. 20 Ryvangs Alle, Copenhagen O.

Fredericia

Aug. 23-27. The Civil Service Fair. Dansk Kobestaevne.

Proven results

Commercial trade fairs continue to produce impressive results for participating U.S. firms.

This is particularly true of the fairs in which The Bureau of International Commerce participates. A good reason is intensive market promotion.

To bring in the trade, a specialized campaign identifies the best business prospects—the buyers, agents, distributors, users—for the featured product line and invites them to attend the fair.

Exhibitors seeking sales representation are assisted in their efforts to meet well-qualified potential agents and distributors. Staff support to handle exhibitor's press contacts and product releases is also provided.

The 44 U.S. companies in the commercial exhibition at the Paris Air Show last month rolled up immediate sales of over $1 million, with expected additional sales as a result of their participation in the show estimated at over $16.5 million. Over 7000 qualified European buyers, executives, and engineers in the aerospace field came to the U.S. exhibition in response to invitations circulated by commercial officers throughout the continent. By the end of the show, 41 agency or distributor agreements had either been signed or were in the negotiation stage for long-term representation of U.S. firms in the European market.

The Commerce Department coordinated the participation plans of seven U.S. Government agencies and the private Communications Satellite Corp. for the Paris exhibition.

Apr. 22-28, 1968. Int'l Office Equipment Show. 20 Ryvangs Alle, Copenhagen O.

Herning

Aug. 31-Sept. 10. HI-67—Handicrafts and Industrial Fair. A/S Herning Hallen.
Apr. 10-15, 1968. Hobby and Vacation Show—A/S Herning-Hallen.

El Salvador

San Salvador

Nov. 5-27, 1968. El Salvador Int'l Fair. 3er Piso Aptos, 301 San Salvador.

Finland

Helsinki

Sept. 15-24. NAVIGARE 67—Int'l Maritime Exhibition. Finnish Fair Corporation, Messuhalli.
Sept. 15-24. Building Exhibition. Finnish Fair Corporation, Messuhalli.
Oct. 16-21. Modern Office Techniques. Finnish Fair Corporation, Messuhalli.
Apr. 10-14, 1968. Heating, Plumbing, and Air Conditioning Equipment, Finnish Fair Corporation, Messuhalli.
Sept. 19-28, 1968. Helsinki Int'l Trade Fair, Finnish Fair Corporation, Messuhalli.
Oct. 22-27, 1968. Modern Office Techniques, Finnish Fair Corporation, Messuhalli.

France

Besancon

Sept. 2-11. Int'l Clock and Watch-Making Exhibition. B.P. 135, Besancon.

Bordeaux

June 1968. Int'l Trade Fair. 12 Place de la Bourse.

Dijon

Nov. 4-12. Dijon Fair of Food, Wines and Gastronomy. Palais des Expositions.

Grenoble

March 1968. Int'l Winter Sports Show. 1 Place Jacqueline-Marval.

Lille

April 1968. Int'l Trade Fair. Grand Palais.

Lyon

Oct. 7-10. Furniture & Furnishing Exhibition.
March 1968. Int'l Trade Fair. Palais des Congres.

Spring 1968. Int'l Hardware Show. Quai Achille-Lignon.

Marseilles

Sept. 21-Oct. 1. Int'l Fall Fair. Pare Chanot.

Metz

Sept. 27-Oct. 8. Int'l Trade Fair. 1 Avenue de l'Amphitheatre.

Nov. 8-12, 1968. Int'l Agriculture Exhibition.

Nancy

Oct. 2-8. Int'l Exhibition of Urban Equipment. Parc des Expositions de Nancy B.P. 593. Nancy R.P. (54).

Nice

March 1968. Int'l Tourism Fair. 8 Place Massena.

Oyonnax

May or June 1968. Int'l Plastics Exhibition. Hotel de Ville.

Paris

July 7-13. Int'l Dental Exhibition. 22 rue de Petites-Ecuries. Triennial.

Sept. 1-10. Int'l Radio and Television Exhibition. 16 rue de Presles. Biennial.

Sept. 8-13. Int'l Leather Week. 2 rue Edouard VII.

Sept. 9-13. INTERSUC—Int'l Exhibition of Confectionery, Chocolate & Biscuit.

Sept. 10-18. Jewelry and Giftware week. 10 rue Charlot. Semi-annual.

Sept. 23-25. Int'l Camping & Fishing Equipment Exhibition.

Oct. 1-9. EQUIRMAG—Int'l Exhibition of Equipment for Retail Outlets. 42 rue du Louvre.

Oct. 5-15. Int'l Auto, Motorcycle & Sports Exhibition. 3 Avenue du President Wilson.

Oct. 12-21. SICOB—Int'l Office Equipment Exhibition. 6 Place de Valois.

Oct. 12-23. EQUIPHOTEL—Int'l Hotel & Catering Equipment Exhibition. 13 rue de Liege.

Nov. 4-7. Children Fashion Exhibition. 11 rue Anatole de la Forge.

Nov. 4-9. Int'l Exhibition of Women's Ready-to-wear. 35 rue Etienne Marcel.

Nov. 5-13. Do-It-Yourself Exhibition. 42 rue de Louvre.

Nov. 10-14. Int'l Exhibition of Optical, Photographic, and Motion Picture Equipment. 5 bis, rue Jacquemont. Triennial.

Nov. 23-Dec. 3. BATIMAT—Int'l Building Exhibition. 1 Avenue Niel. Biennial.

Nov. 24-Dec. 5—Int'l Laundry & Dry-Cleaning Equipment Exhibition. Biennial.

January 1968. Leather Goods & Luggage Exhibition. 6 rue Beranger.

A MAJOR EXHIBITION in the history of the Commerce Department's trade fair program took place in Mexico City in August, 1966, where 116 firms made $2.3 million in sales. Show repeats this August.

January 1968. Int'l Pleasure Boat Exhibition. 15 rue de la Paix.

January 1968. APPROMEUBLE—Int'l Exhibition of Machinery and Materials for the Furniture Industry. 22 Avenue Franklin Roosevelt. Biennial.

January 1968. Carpet and Floor Covering Exhibition. 22 Avenue Franklin Roosevelt.

January 1968. Jewelry and Giftware Week. 10 rue Charlot. Semi-annual.

February 1968. Int'l Toys and Games Exhibition. 93 rue de Turenne.

March 1968. EXPOBOIS—Int'l Woodworking Machinery Exhibition. (Odd years in Lyon, even years in Paris.)

March 1968. Int'l Agricultural Machinery Exhibition. 95 rue Saint Lazare.

March 1968. Int'l Audio Festival. 16 rue de Presles.

April 1968. Int'l Electronic Components Exhibition. 16 rue de Presles.

April 1968. First Int'l Exhibition of Production Equipment for the Electronics Industry. 8 Place du 11 Novembre, 92 Malakoff.

May 16-26, 1968. Int'l Public Works & Building Equipment Exhibition. 1 Avenue Niel. Biennial.

May 24-June 1, 1968. Int'l Chemical Exhibition. 28 rue Saint Dominique. Triennial.

May 1968. Int'l Trade Fair. 23 rue Notre-Dame-des-Victoires.

May 1968. Int'l Machine Tool and Plant Equipment Exhibitions. 40 rue du Colisee. Biennial.

May 1968. Int'l Electrical Equipment Exhibition. 11 rue Hamelin. Biennial.

Oct.-Nov. 1968. Int'l Exhibition of Equipment for the Food Industries. 42 rue du Louvre. Biennial.

Nov. 1968. Int'l Packaging Equipment Exhibition. 40 rue du Colisee. Biennial.

January 1969. Int'l Furniture Exhibition. 22 Avenue Franklin Roosevelt. Biennial.

February 1969. Int'l Exhibition of Equipment for Knitwear Industries. 40 rue du Colisee. Biennial.

May 1969. Surface Treatment and Industrial Finishes Exhibition. 40 rue du Colisee. Biennial.

May 1969. Int'l Handling Equipment Exhibition. 40 rue du Colisee. Biennial.

May 1969. Int'l Hydraulics and Pneumatics Exhibition. 40 rue du Colisee. Biennial.

May 1969. Institutional Equipment Exhibition. 15 Avenue de la Division-Leclerc. Triennial.

June 1969. Paris Int'l Air Show. 4-6 rue Galilee. Biennial.

Strasbourg

Sept. 7-18. Int'l Trade Fair. 9 Rue

BUYERS CROWD INTO U.S. SECTION at this year's Hanover, Germany Fair, where American firms showed materials handling equipment. Three exhibitions appear in this listing for Hanover, among more than 80 fairs scheduled for 16 cities in Germany during the next two years.

Edouard VII, 75 Paris.

Sept. 15-16, 1968. European Samples Fair. 9 rue de Brulee.

Toulouse

Oct. 11-22. Ideal Home Show. 4 rue Joutz-Aigues.

Nov. 28-Dec. 5. Radio & TV Exhibition. 12 Place de la Bourse Bordeaux.

Apr. 18-29, 1968. Toulouse Fair. Boite Postale 343 P.R. Toulouse.

Tours

Sept. 21-24. Agriculture Fair of Western Europe. Foire de Tours Hotel de Ville Tours.

Germany

Berlin

Aug. 25-Sept. 3. German Radio, TV, & Records Exhibitions. Messedamm 22.

Sept. 16-19. Soap Fair. Messedamm 22.

Oct. 2-7. Scientific Congress—Physicists Congress & Exhibition.

Oct. 4-15. German Industries Exhibition. Messedamm 22.

Oct. 9-20. Int'l Fashion Week. Hardenbergstrasse 16-18.

Oct. 28-Nov. 1. Dairy & Food Fair. Friedrichstrasse 31 1000 Berlin 61.

Nov. 10-26. Int'l Book Fair. Messedamm 22.

Jan. 26-Feb. 4, 1968. Int'l Green Week. Messedamm 22.

May 31-June 4, 1968. Pharmaceutical & Medical Technical Exhibition. 1 Berlin 41. Klingsorstrasse 21.

Nov. 1-10, 1968. Restaurant & Catering, Conference & Food Exhibition. Messedamm 22. 1 Berlin 19.

Cologne

July 3-6. IFADA—Int'l Millinery Exhibition. Fachverband Hutindustrie e.v. Scheldergasse 41-45. 5 Cologne 4.

Aug. 24-27. Int'l Clothing Manufacturing Machines Exhibition.

Aug. 25-27. Int'l Men's Fashion Week. Messe und Ausstellungs G.m.b.H. 5 Cologne.

Sept. 7-9. Int'l Trade Fair. Household Goods & Hardwares. Semi-annual. Messe und Ausstellungs G.m.b.H. 5 Cologne.

Sept. 14-17. Int'l Fair of Lingerie & Foundation Garments & Underwear. Pastfach 140.

Sept. 30-Oct. 8. ANUGA—Int'l Exhibition of Fine Foods and Provisions.

Oct. 20-22. Int'l Childrens Fair (Fall). Postfach 140.

Oct. 25-30. Int'l Reprography Fair.

Jan. 23-28, 1968. Int'l Furniture Fair. Biennial. Postfach 140. Koln-Peutz.

Sept. 28-Oct. 6, 1968. PHOTOKINA—World Fair of Photography. Triennial. Messe und Ausstellungs G.m.b.H. 5 Cologne.

May 18-25, 1968. Int'l Civil Defense Exhibition.

Duesseldorf

Sept. 14-17. Int'l Fashion Trade Fair, Industry NM Schaeferstrasse 25.

Oct. 5-12. KUNSTSTOFFE—Int'l Plastic Exhibition. Nowea Messegelaende.

Oct. 25-29. Int'l Fashion Trade Fair, Industry IVM. Schaeferstrasse 25.

Nov. 15-18. Int'l Safety & Factory Hygiene—Exhibition & Conference.

May 18-22, 1968. EUROSHOP—Modern Shopfitting & Display.

June 20-26, 1968. Int'l Foundry Exhibition & Trade Fair—Exhibition & Conference. Messegelaende.

Oct. 9-15, 1968. INTERKAMA—Int'l Exhibition of Instrumentation & Automation.

Essen

Sept. 22-24. Bicycle Exhibition & Congress. Norbertstrasse 2.

Oct. 7-15. Int'l Caravan Exhibition. 4832 Wilden—bruech 2 W. Postfach 104.

May 18-26, 1968. Int'l Trade Show of Vulcanization & Retreading. Norbertstrasse 2, 43 Essen.

Frankfurt

Aug. 27-30. Interior Decoration & Floorcovering Trade Fair. Postfach 7726.

Aug. 27-31. Int'l Fall Fair. Friedrich-Ebert-Anlage 57. Semi-annual.

Sept. 14-24. Int'l Automobile Show. 6 Frankfurt/Main 4, 61.

Oct. 12-17. Frankfurt Book Fair. Auslands-und Messebuero, Kleiner Hirschgraben.

Nov. 21-24. INTERSTOFF—Int'l Clothing & Textile Fair. Friedrich-Ebert-Anlage 57. Semi-annual.

March 3-7, 1968. Int'l Spring Fair. Friedrich-Ebert-Anlage 57.

April 24-28, 1968. Int'l Fur Trade Fair. Borsenstrasse 8.

May 21-24, 1968. INTERSTOFF—Int'l Clothing & Textile Fair.

June 9-16, 1968. Int'l Laundry, Drycleaning & Dyeing Exhibition.

Friedrichshafen

Sept. 30-Oct. 8. Int'l Boating Exhibition. Messeleiter Hubertus Burge.
May 17-26, 1968. Lake of Constance Int'l Trade Fair. Messegelaende.
Oct. 4-12, 1968. Int'l Boat Show. Messeleiter Hubertus Burge.

Hamburg

Aug. 25-Sept. 3. You and Your World Exhibition—Am Dammtor, 2000 Hamburg 36.
Sept. 9-10. Fall Textile & Clothing Fair. Am Dammtor, Hamburg 36.
Jan. 18-24, 1968. Int'l Boat Show. Am Dammtor, Hamburg 36.
Feb. 17-18, 1968. Spring Textile & Clothing Fair. Am Dammtor, Hamburg 36.
March 7-8, 1968. Camping, Weekend & Aquatic Sports Exhibition. Am Dammtor, Hamburg 36.
March 21-27, 1968. Int'l Fair of Gastronomy. Am Dammtor, Hamburg 36.
Aug. 16-25, 1968. Int'l Food & Delicatessen Fair. Am Dammtor, Hamburg 36.

Hanover

Sept. 17-26. Int'l Machine Tool Exhibition. Verein Deutscher Werkzeugmaschinenfabriken E. V. (VDW) Am Hauptbahnohof 6.
April 26-May 5, 1968. German Aviation Exhibition.
June 7-11, 1968. DIDACTA—European Educational Materials Fair. 6490 Schluchtern.

Leipzig

Sept. 3-10. Int'l Fall Fair. General. Semiannual. Hainstrasse 18.
March 3-12, 1968. Int'l Spring Fair. General. Semi-annual. Hainstrasse 18.
Sept. 1-8, 1968. Int'l Fall Fair. Semi-Annual. Hainstrasse 18.
March 2-11, 1969. Int'l Spring Fair. General. Lepziger Messeamt, Hainstrasse 18. Semi-annual.

Ludwigshafen

Oct. 27-Nov. 5. Exhibition of Household & Kitchen Foodstuff.

Munich

July 31-Aug. 5. Int'l Dermatological Exhibition.
Sept. 15-24. •TOUREX—Int'l Exhibition of Tourism, Hotel & Catering Trades Show.
March 1968. BAU '68—Int'l Trade Fair for Building & Construction Materials. 8 Muenchen 12, 14 Theresienhoehe.

ENGINEERS INVITED IN ADVANCE to U.S. Exhibitions at trade fairs often create sales by designing American equipment into their products. Here French technicians study temperature measurement systems.

May 19-26, 1968. DLG—Int'l Exhibition for Dairy Technique. Zimmerwig 16.
Sept. 21-29, 1968. IKOFA—Int'l Exhibition of Groceries & Highclass Provisions. 8000 Munich 12.
Nov. 7-13, 1968. ELECTRONICA—Int'l Exhibition of Electronic Components & Measuring Instruments, 8 Muenchen 25, 16 Radlkoferstrasse.

Nuremberg

Sept. 17-19. Int'l Stamp Traders' Exhition. Plohenhofstrasse 1-9.
Oct. 28-Nov. 5. Inventors & Novelties Exhibition. Fromannstrasse 19.
Oct. 28-Nov. 5. Ideal Home Show. Messehallen, 8500 Nuremberg.
Oct. 28-Nov. 5. Building & Housing Trades Exhibition. Messehallen, 8500 Nuremberg.
Feb. 11-16, 1968. Int'l Toy Fair. Berliner Platz 24.

Offenbach

Aug. 29-Oct. 8. Int'l Leather Goods Fair. Kaiserstrasse 108-112, 605/M1.
Sept. 29-Oct. 8. Offenbach Autumn Fair.

Saarbrucken

Sept. 2-10. World of Family—Consumer Goods. 66 Saarbrucken Messegelande.

Stuttgart

July 7-16. Hobby Show: Do it Yourself in House and Garden.
Nov. 7-12. Resistance Welding & Micro-Seaming Exhibition. Stuttgarter Ausstellungs GmbH 7 Stuttgart—N, P.O. Box 990.
April 3-7, 1968. INTHERM—Int'l Oil & Gas Heating Exhibition. 741 Reutlengen/Wuert, Mozartstrasse 60.
May 11-19, 1968. Int'l Bakery Exhibition. Stuttgarter Ausstellungs. GmbH. Am Kochenhof 16, 17 Stuttgart.
Sept. 28-Oct. 6, 1968. Agriculture Fair.
May 16-18, 1968. Int'l Blind & Revolving Shutter Fair.
Oct. 20-26, 1969. INTERHOGA—Int'l Hotel & Catering Exhibition.

Wiesbaden

Dec. 3-5. Int'l Millinery Fair. Kaiserstrasse 64, 6 Frankfurt Am Main.
April 21-25, 1968. Pharmaceutical & Medical Industry Exhibition.

Great Britain

Bath

June 28-July 1. Antiques Fair. 7 Royal Well Place, Cheltenham.

Belfast

Aug. 30-Sept. 6. Ideal Home Exhibition. 19 Compton Terrace, London N. 1.

Birmingham

Sept. 27-Nov. 23. Midlands Ideal Home Exhibition. Colmare Circus, Birmingham 4.
Nov. 22-23. Cattle & Poultry Show. Bingley Hall.
Feb. 17-March 2, 1968. Boat & Holiday Show. 167 Garrison Lane.

Blackburn

Sept. 13-14. Footwear Materials & Com-

ponents Exhibition 84-88 Gt. Eastern Street, London E.C. 2.

Blackpool

Aug. 1-3. Royal Lancashire Agriculture Show. East Park Dr.
Sept. 26-29. Baths' Management & Exhibition Conference Simons Court, 2 b Stamford Hill, N. 16.
Oct. 17-20. Nat'l Clean Air Exhibition. Field House. Breams Blds., London E.C. 4.
Oct. 17-21. Int'l Shoe Repairers' Exhibition, 84-88 Gt. Eastern St., London E.C. 2.
Oct. 31-Nov. 4. The Northern Club Trade Fair. 3 Racquet Court, Fleet St., London E.C. 4.
Feb. 27-29, 1968. Northern Amusement Equipment & Coin-Operated Machine Exhibition, Bastol House, West St., Brighton, Sussex.

Bournemouth

Jan. 9-12, 1968. South Coast Gifts & Fancy Goods Fair. 371 Charminster Rd., Hants.
April 30-May 3, 1968. Antiques Fair, 46 Towngate St., Poole, Dorset.

Brighton

July 14-27. Antiques Fair, 174a Kensington Church St. London W. 8.
Sept. 28-30. MINIBITION—Purchasing Officers' Assn. Westminster Bridge Rd., London S.E. 1.
Oct. 8-11. Hairdressing Exhibition. 189 Wellington Rd. South, Hoonslow.
Nov. 1-3. Housing Managers Exhibition & Conference Carolyn House, Dingwall Rd.
Jan. 28-Feb. 1, 1968, British Toy Fair, Regent House, 89 Kingsway, London W.C. 2.
Feb. 13-15, 1968. Domestic Electronic Appliance Exhibition. Trafalgar Bldgs., 1 Charing Cross, London S.W. 1.
Feb. 14-24, 1968. Southern Home Life Exhibition. 8 Salisbury Rd., Leicester.
Oct. 8-10, 1968. Nat'l Electronics Packaging Conference & Exhibition. 21 Victoria Rd., Surbiton, Surrey.

Bristol

Aug. 22-25. Gifts & Fancy Goods Trade Fair. 46 Towngate St., Poole, Dorset.
Sept. 1-16. Ideal Homes & Trades Exhibition. 8 Beverton Dr., Brockworth, Gloucester.
June 16-21, 1968. Int'l Concrete Production Exhibition, 226 Grand Bldgs., Trafalgar Sq., London W.C. 2.

East Kilbride

Sept. 6-16. Lanarkshire Trade Fair. 226 Grand Bldg., Trafalgar Sq., London W.C. 2.

Eastbourne

Oct. 10-12. Ice Cream Trade Conference & Exhibition, 90/94 Gray's Inn Rd., Halborn, London W.C. 2.
Oct. 24-27. Exhibition of Street Lighting Appliances & Equipment, 78 Buckingham Gate, London S.W. 1.
April 1-4, 1968. Photographic Convention & Exhibition, 38 Belford Square, London S.W. 1.
May 21-24, 1968. ITEX—Industrial Training Exhibition, 11/13 Bridge St. West, Manchester 3.

Harrogate

July 11-13. Great Yorkshire Agriculture Show, Cliftonfield, Shepston Rd., York.
July 17-20. Gift Fair, Hagg St., Colne, Lancashire.
Sept. 5-8. Northern Floor Coverings Fair. 1-19 New Oxford St., London, W.C. 1.
Sept. 7-14. Northern Antiques Dealers Fair. 408 Leeds Rd., Bradford 3, Yorkshire.
Jan. 6-11, 1968. Int'l Toy Fair. Finsburg Court, London E.C. 2.

Leeds

Oct. 23-26. HORTEX—Int'l Horticultural Trade Exhibition. Trafalgar Sq., London W.C. 2.
Sept. 20-30. Yorkshire Food Fair, Sovereign St., Leeds 1.
March 12-15, 1968. North-Pack Northern Packaging Exhibition. 48 West Side, London S.W. 18.

Leicestershire

Sept. 13-27. Home Life Exhibition. 8 Salisbury Rd.

Liverpool

Aug. 5-19. Ideal Home & Food Exhibition. Baster House, Brighton 1, Sussex.

London

Sept. 1-16. Int'l Handicrafts & Do-It-Yourself Exhibition. Link House, Dingwall Ave., Croydon, Surrey.
Sept. 11-15. Engineering Materials & Design Exhibition & Conference. 1-19 New Oxford St., London, W.C. 1.
Sept. 11-15. Export Services Exhibition & Conference. 96 Hatton Garden, London, E.C. 1.
Sept. 11-23. Home Heating Exhibition. 25 Museum St., London, W.C. 1.
Sept. 16-23. Int'l Cycle & Motor Cycle Show. Starley House, Eaton Rd., Coventry.
Sept. 18-21. Electrical Insulation Conference & Exhibition. Mercury House, Waterloo Rd., London, S.E. 1.
Sept. 18-22. Int'l Watch & Jewelry Trade Fair. 1-19 New Oxford St., London, W.C. 1.
Sept. 20-30. Fall Antiques Fair. 21 George St., St. Albans, Herts.
Sept. 26-29. "Filtech"—Int'l Filtration

UNOFFICIAL SYMBOL of the 1967 Paris Air Show was the "Gateway Arch," with a replica of Lindbergh's "Spirit of St. Louis" under it. The 44 firms in the U.S. commercial exhibition expect $17.5 million in sales.

& Separation Exhibition. 1 Katherine St., Croydon, Surrey.

Sept. 27-30. Int'l Radio Engineering & Communications Exhibition. 35 Gibbs Green, Edgeware, Middlesex.

Oct. 2-7. Int'l Construction Equipment Exhibition. 1/19 New Oxford St., London, W.C. 1.

Oct. 2-11. Business Efficiency Exhibition. 109 Kingsway, London, W.C. 2.

Oct. 17-20. Engineering Exhibition. 9 Seymour St., London, W. 1

Oct. 18-28. Int'l Automobile Exhibition. Forbes House, Halkin St., London, S.W. 1.

Oct. 21-25. Royal Dairy Show. 17 Devonshire St., London, W. 1.

Oct. 23-26. Children's & Teenage Fashion Fair. 92 New Cavendish St., London, W. 1.

Oct. 31-Nov. 1. Bookmakers' Show. 165a Clapham High St., London, S.W. 4.

Nov. 8-18. Int'l Caravan Exhibition. Carmelite St., London, E.C. 4.

Nov. 12-16. Camping and Sports Equipment Trade Fair. Exhibition House, Spring St., London, W. 2.

Nov. 13-16. "INSPEX"—Eng. Inspection & Control Exhibit & Conference. Mercury House, Waterloo Rd., London, S.E. 1.

Nov. 15-29. International Building Exhibition. 11 Manchester Sq., London, W. 1.

Nov. 28-30. Wholesale Photo Finishers' Exhibition. 50 Great Russell St., London, W.C. 1.

Dec. 4-8. Agricultural Machinery Exhibition. Forbes House, Halkin St., London, S.W. 1.

Dec. 6-8. International Poultry Show. Dorset House, Stamford St., London, S.E. 1.

Dec. 27-Jan. 10. Schoolboys' & Girls' Exhibition. Carmelite House, Carmelite St., London, E.C. 4.

Jan. 9-18, 1968. Int'l Hotel & Catering Exhibition. Commonwealth House, 1-19 New Oxford St., W.C. 1.

Jan. 16-18, 1968. Amusement Trades Exhibition. 19 Charing Cross Rd., London, W.C. 2.

Jan. 22-26, 1968. "LIGHTSHOW"—Domestic & Decorative Light Show. 3-4 Clement's Inn, London, W.C. 2.

Jan. 29-Feb. 2, 1968. International Hardware Trades Fair. 9 Castle Place, High Wycombe, Bucks.

Jan. 29-Feb. 2, 1968. "STATINDEX 67"—Stationery Industry Exhibition. 6 Wimpole St., London, W. 1.

Feb. 2-10, 1968. "COLEX"—Camping & Outdoor Life Exhibit. Exhibition House, Spring St., London, W. 2.

Feb. 13-15, 1968. "ALTEX"—Automatic Laboratory Techniques Exhibition. 225c Balham High Rd., London, S.W. 17.

Feb. 26-Mar. 1, 1968. Int'l Carpet, Linoleum & Floor Coverings Fair. 1/19 New Oxford St., London, W.C. 1.

Feb. 26-Mar. 1, 1968. Int'l Men's & Boys' Wear Exhibition—IMBEX. 1/19 New Oxford St., London, W.C. 1.

Mar. 12-Mar. 14, 1968. "INTERPHEX"—Technical Exhibition of Processing, Packaging, Handling of Pharmaceuticals, Perfumes & Cosmetics. 6 London St., London, W. 2.

Mar. 27-Apr. 3, 1968. Int'l Electrical Engineers (ASEE) Exhibition. 6 Museum House, 25 Museum St., London, W.C. 1.

Apr. 16-20, 1968. Int'l Offset, Litho, Mach. & Eq. Tr. Ex. "INTERLITH". 3 Clement's Inn, Strand, London, W.C. 2.

Apr. 22-25, 1968. Int'l Shopfitting & Self-Service Exhibition. 1 Dorset Buildings, Salisbury Square, London, E.C. 4.

Apr. 22-26, 1968. Int'l Brewing, Bottling & Allied Trades Exhibition. 1/19 New Oxford St., London, W.C. 1.

Apr. 22-27, 1968. Int'l Heating, Ventilating & Air Conditioning Exhibition. 9 Argyll St., London, W. 1.

Apr. 23-27, 1968. Int'l Clothing Trade Exhibition. 3 Racquet Court, Fleet St., London, E.C. 4.

Apr. 29-May 3, 1968. Int'l Screen Printing Equipment & Point of Sale Exhibit & Conference. 203/209 Gower St., London, N.W. 1.

May 13-18, 1968. Int'l Instrumentation Electronics & Automation Exhibition. 9 Argyll St., London, W. 1.

May 14-24, 1968. Mechanical Handling Exhibition. Dorset House, Stamford St., London, S.E. 1.

May 27-31, 1968. Int'l Container Services & Equipment Exhibition. 96 Hatton Garden, London, E.C. 1.

May 27-31, 1968. DECOR—Int'l Contract Furnishing & Interior Decorating Exhibition. Crown House, London Rd., Morden, Surrey.

June 27-July 11, 1968. Int'l Machine Tool Exhibition. 25-28 Buckingham Gate, London, S.W. 1.

July 29-Aug. 2, 1968. Ships' Gear International. 3 Clements Inn, Strand, London, W.C. 2.

Sept. 30-Oct. 5, 1968. Int'l Plumbing & Domestic Heating Exhibition. 71 Broad St., Birmingham 1.

Sept. 30-Oct. 9, 1968. Business Efficiency Exhibits. 109 Kingsway, London, W.C. 2.

Sept. 8-12, 1969. International Bakers' & Confectioners Exhibition. 1-19 New Oxford St., London, W.C. 1.

Manchester

Feb. 19-23, 1968. "LABEX"—Northern

Upcoming U.S. exhibitions

Ten major official U.S. trade promotions are scheduled for the second half of 1967—seven exhibitions at international trade fairs, and three solo exhibitions of U.S. products.

Mexico City will be the site for a repeat performance of last year's highly successful solo exhibition there. Last summer's show, the biggest of the more than 175 overseas commercial exhibitions mounted by the Commerce Department to that date, saw 116 U.S. firms make on-the-spot sales of over $2.3 million, with several times that amount expected in sales after the show. The firms in the 1966 exhibition were all in the metalworking machine tool, packaging, and instrumentation fields, and this year's show will concentrate on packaging and food processing equipment.

The director of Latin American Operations for Packaging Machinery Co., East Longmeadow, Mass., summed up the Mexican market situation after last year's exhibition, "This is one of the leading markets in Latin America and the manufacturers are becoming much more conscious of what modern packaging can do for them."

Other promotions scheduled for August will be at the International Engineering Exhibition in Melbourne, Australia, and the Third International Trade Fair in Wellington, New Zealand. In September, trade exhibitons are set for Munich's Tourism Equipment Fair and the 37th Izmir, Turkey Trade Fair, with a solo showing of U.S. products for the tourism trades in Belgrade, Yugoslavia. October will see official U.S. promotions at Tokyo's International Hydraulic and Pneumatic Machine Fair, Lima's Pacific International Exhibition—featuring mining and construction equipment, and a final solo show in Taipei, Taiwan. The last exhibition will spotlight U.S. plastic fabricating, food processing, metalworking, woodworking and packaging machinery, as well as equipment for the petrochemical industry and textile processing machinery.

'68. Racquet Court, Fleet St.

April 3-7, 1968. Int'l Cycle & Motor Cycle Exhibition. Starley House, Eaton Rd.

June 11-14, 1968. Int'l Exhibition of Spring-making Equipment & Materials. Green Dragon House, High St., Croydon, Surrey.

Greece

Athens

Jan. 15-23. Shoe & Leather Exposition. 64 Panepistimiou St.

Thessaloniki

Sept. 3-24. Int'l Fair of Thessaloniki. General. Fair Management.

Mar. 30-April 7, 1968. Int'l Construction Fair. General. Fair Management.

Sept. 1-22, 1968. Int'l Fair of Thessaloniki. General. Fair Management.

Hungary

Budapest

May 17-27, 1968. Budapest Int'l Fair. General. Varosliget, Budapest XIV.

India

Madras

Jan. 12-Feb. 17, 1968. Indian Int'l Trade and Industries Fair. P.O. Box 706, 7/15 Haddows Rd., Madras 6.

Indonesia

Djakarta

March 31-May 15, 1968. Int'l Trade Fair. National Board of Indonesian Fairs and Exhibitions, 47 Djalan Krekot Bruder.

Iran

Tehran

Oct. 1969. Second Asian Int'l Trade Fair. General.

Iraq

Baghdad

Oct. 1-30. Baghdad Fair. Ministry of Culture and Guidance.

Ireland

Belfast

Aug. 30-Sept. 6. Ideal Home Show. 20 Merrion Square.

HEAVY EQUIPMENT, such as Clark-Michigan tractor shown, proved popular at Budapest Fair this year.

Dublin

Sept. 7-16. Irish Int'l Food & Drink Fair. Industrial & Trade Fairs. Ireland Ltd. 4 Fitzwilliam Place.

Sept. 26-30. Irish Packaging Exhibition. 41 Wellington Place.

Israel

Tel Aviv

June 20-July 5. AGREXPO—Int'l Agricultural & Food Fair. Exhibition Gardens.

June 4-22, 1968. Int'l Trade Fair, P.O. Box 21075.

Italy

Bari

Sept. 7-20. Int'l Levant Fair. General. Ente Autonomo Fiera del Levante.

Bolzano

Sept. 15-24. Bolzano Int'l Samples Fair, Via Roma, 18 Bolzano.

Sept. 14-24, 1968. Bolzano Int'l Samples Fair, Via Roma, 18 Bolzano.

Florence

April 24-May 7. Handicraft Fair. Piazza della Liberta 1.

Sept. 1-7. Shoe & Leather Fair. Via Valfonda 9.

April 23-May 6, 1968. Handicraft Fair. Piazza della Liberta 1.

Genoa

Oct. 12-22. Int'l Aeronautics Show. Piazzale J. F. Kennedy.

Oct. 12-22. Int'l Communications Fair. Piazzale J. F. Kennedy.

Nov. 11-21. Int'l Hotel, Catering & Touring Equipment Exhibition. Piazzale Caderna 4, Milan.

Oct.-Nov., 1968. Int'l Welding & Welded Construction Exhibition.

Messina

Aug. 7-21. Int'l Trade Fair. Campionaria Internazionale.

Dec. 1-10. Southern Handicrafts Fair. Viale Liberta Messina.

Milan

July 19-23. 2nd Infants & Teenagers Clothing Fair.

July 19-23. 3rd Show of Fashion Accessories & Small Wares.

Sept. 2-5. Int'l Exhibition of Household Goods.

Sept. 9-17. Radio, TV & Electronic Components. Domestic Appliance Exhibition.

Sept. 29-Oct. 7. Office Machinery & Equipment Exhibition.

Oct. 4-10. Int'l Packaging, Mechanical Handling, Industrial Machinery Food Processing Exhibition.

Oct. 10-15. FLUID 67—Hydraulics, Pneumatic Apparatus & Lubrification Exhibition. Via Luciano Manara 15.

Padua

May 31-June 13. Int'l Trade Fair. Via N. Tommaseo 59.

Oct. 13-18. TRAMAG—Int'l Exhibition of Mechanical Handling & Storage.

Dec. 7-10. Poultry Show.

Parma

Sept. 23-Oct. 1. Int'l Packaging & Food. Via Cavostro 3.
Oct. 27-Nov. 1. Agricultural Exhibition.

Rome

June 1968. Fair of Rome.

Trieste

June 21-July 5. Int'l Samples Fair. General. Viale Inppodromo 18.

Turin

Sept. 7-10. SAMIA—Int'l Clothing Fair. Corso Massimo d'Azeglio 15.
Sept. 21-Oct. 3. Int'l Mountain Exhibition. Corso Massimo d'Azeglio 15.
Sept. 21-Oct. 3. Int'l Technical Exposition. Corso Massimo d'Azeglio 15.
Nov. 1-12. Int'l Automobile Show. 60 Corso Galileo Ferraris.
June 1-13, 1968. Int'l Aircraft & Airport Equipment Exhibition.
Oct. 30-Nov. 10, 1968. Int'l Automobile Show. 60 Corso Galileo Ferraris.

Vigevano

Sept. 2-10. Int'l Shoe Fair. Via Dogana 1, Milan.

Jamaica

May Pen

Aug. 6-8. Denbigh Agricultural Fair. 10-12, North Parade, Kingston.

Japan

Osaka

Sept. 28-Oct. 4. Japan Electronic Show.
April 9-29, 1968. Osaka Int'l Trade Fair.

Tokyo

Sept. 25-30. Plant Engineering & Maintenance Conference & Exhibition. Harumi Fairgrounds.
Oct. 6-12. •Int'l Hydraulic and Pneumatic Machinery Fair.
Oct. 26-Nov. 8. Automobile Show. Harumi Fairgrounds.
Aug. 29-Sept. 13, 1968. Tokyo Int'l Packaging Show. Harumi, Tokyo.
Sept. 4-10, 1968. Int'l Material Handling Equipment and Packaging Machine Show. Harumi Fairgrounds.
Sept. 18-Oct. 2, 1968. Japan Electronics Show. Harumi, Tokyo.
Oct. 3-13, 1968. Plant Engineering and Maintenance Show. Harumi, Tokyo.
Oct. 3-13, 1968. Chemical Plant Engineering Exhibition. Harumi, Tokyo.
Oct. 6-11, 1969. Int'l Congress & Exhibition of Radiology.

Kenya

Nairobi

Sept. 26-30. Nairobi Show. Box 30176. Int'l Agricultural Show & Trade Fair.

Luxembourg

Luxembourg

Sept. 2-11. Furniture Fair. 41 Rue Glesner.
May 23-June 2, 1968. Luxembourg Int'l Fair, Ave. Victor Hugo, Case Postale 110.

Malta

Naxxar

July 1-15. 11th Int'l Malta Trade Fair. Fair Grounds.

Mexico

Mexico City

Aug. 1-10. •U.S. Solo Exhibition. Packaging Equipment & Food Processing Equipment.

Morocco

Casablanca

April 26-May 13, 1968. Casablanca International Fair. 1 rue Jules Mauran.

Mozambique

Lourenco Marques

June 24-July 9. FACIM—Third Agricultural, Commercial and Industrial Fair. Lourenco Marques.

Netherlands

Amsterdam

Sept. 4-6. Men's Wear Fashion Trade Fair.
Sept. 17-26. Electro-Technical Fair. R.A.I.—Gebouw N.V., Europaplein 8.
Sept. 21-Oct. 1. FIRATO—Int'l Radio, TV, and Electronics Trade Exhibition, R.A.I.—Gebouw N.V., Europaplein 8. Biennial.
Oct. 15-18. Int'l Trade Fair of Ready-Made Clothing & Textiles, R.A.I.—Gebouw N.V., Europaplein 8.
Nov. 7-11. EUROPORT 67—Int'l Maritime Exhibition. Europort Tentoonstellingex N.V., Hoogstraat III, Rotterdam.
Nov. 18-Dec. 3. Toy Exhibition. R.A.I. —Gebouw N.V., Europaplein 8.

NEW TOKYO TRADE CENTER DIRECTOR Richard Garnitz (left) is welcomed to Center by the Republic of China's local commercial officer (center) and outgoing Director T. Howard Peters, who served for two years. Between-show displays at the six Centers can be arranged through directors.

Hague

July 25-29. Int'l Horticultural Technical Fair. Postbus 5 H, Noaldoijk.
Sept. 26-Oct. 6. Int'l Ideal Home Exhibition. P.O. Box 6005.

Rotterdam

Sept. 29-Oct. 12. FEMINA—Int'l Household Exhibition. Beursgebouw Kamer 424, Meent 110.
Oct. 24-28. Trade Fair for Export-Service Assistance.
Feb. 9-18, 1968. Int'l Household Fair, Beurscentrum Rotterdam, Bergsingel 104.

Utrecht

Sept. 4-8. Int'l Trade Fair for Household Textiles, Royal.
Sept. 4-12. Int'l Fall Trade Fair. Consumer Goods. Royal Netherlands Industry Fair, Vredenburg.
Sept. 18-21. Int'l Druggists Trade Fair, Royal Netherlands Industry Fair, Vredenburg.
Sept. 22-27. MEDICA 67—Int'l Trade Fair for the Medical World.
Oct. 2-5. HET KIND—Int'l Trade Fair for Baby & Children's Articles. Royal Netherlands Industry Fair, Vredenburg.
Oct. 4-7. Poultry Breeders Exhibition.
Oct. 10-19. Instrument Exhibition.
Oct. 16-19. SLAVAKTO Int'l Butchers Trade Fair, Royal Netherlands Industry Fair, Vredenberg.
Nov. 6-11. Int'l Furniture Fair and Household Textile Trade, Royal Netherlands Industry Fair, Vredenburg.
March 1968. Int'l Spring Trade Fair. Technical and Consumer Goods. Royal Netherlands Industry Fair, Vredenburg.

September 1968. Int'l Fall Trade Fair. Consumer Goods. Royal Netherlands Industry Fair, Vredenburg.

Oct. 16-23, 1968. MACHEVO—Machinery and Equipment for the Chemical, Pharmaceutical, Foods & Beverage Industries Trade Fair. Royal Netherlands Industry Fair, Vredenburg.

New Zealand

Wellington

Aug. 17-Sept. 2. ●Wellington Int'l Trade Fair.

Nigeria

Port Harcourt

November. Nigerian Exhibition. P.O. Box 152.

Norway

Oslo

Sept. 6-14. Int'l Office Machinery & Equipment Exhibition. Norges Varemisse, Drammensvn 154.

Sept. 28-Oct. 8. Building Material Fair. Prinsensgate 21.

Oct. 26-Nov. 5. Dagens Husholdning—General Household Fair.

April 1968. Int'l Material Handling & Packaging Equipment Show. Tennishallene, Skoyen.

May 20-29, 1968. International Shipping Fair. Tennishallene, Skoyen.

Spring '68. Int'l Chemical Engineering Exhibition. Tennishallene, Skoyen.

November 1968. AUTOMATICA—The Norwegian Industries Dev. Assn. Tennishallene, Skoyen.

Peru

Lima

Oct. 27-Nov. 12. ●Pacific Int'l Trade Fair. Apartado 4900, Biennial. Industrial Machinery.

Poland

Poznan

June 1968. Int'l Fair of Poznan. 14 Glogowska St.

Portugal

Lisbon

Sept. 11-15. XVI Int'l Congress on Aviation & Space Medicine, 79 Rua de Conde Redondo. Box 2562.

June 9-23, 1968. Int'l Fair of Lisbon. General. Portuguese Industrial Assn. Avenida de India.

Scotland

Glasgow

Sept. 12-16. Licensed Hotel Caterers & Allied Trades Exhibition. L. Dorset Bldgs., Salisbury Sq., London, E.C. 4.

Somali Republic

Magadiscio

Sept. 28-Oct. 12. Ninth Somali Int'l Fair. General.

South Africa

Cape Town

Sept. 11-15. Hotel and Catering Trades. S. A. Exhibition Organizers Ltd., P.O. Box 3032.

Johannesburg

July 24-29. Packaging & Produce Processing Equipment. P.O. Box 2900.

Aug. 21-24. Instrument & Automation Exhibit. P.O. Box 15517, Siemend.

Aug. 21-26. Mining Equipment. S. A. Exhibition Organizers, Ltd., P.O. Box 2900.

Sept. 7-13. Rand Daily Mail Great Outdoors Exhibition. P.O. Box 1138.

Sept. 18-23. Packaging, Processing & Handling Equipment Exhibition. P.O. Box 2900.

Oct. 16-21. ELECTRA 67—Electronic Equipment Exhibition. P.O. Box 2900.

Nov. 15-22. Machine Tools & Mechanical Engineering Exhibition. P.O. Box 2900.

Nov. 15-22. Roads & Traffic Engineering Exhibition. P.O. Box 2900.

Dec. 6-12. Garage Equipment & Motor Accessories Exhibition. P.O. Box 2900.

Pretoria

Aug. 31-Sept. 9. STAPAMEX, State Provincial and Municipal Equipment Exhibition, of industrial and consumer goods. P.O. Box 7908.

Surinam

Paramaribo

Sept. 30-Oct. 12. Surinam Trade Fair. General. Gravenstraat 7.

Spain

Barcelona

Nov. 11-26. HOGAROTEL—Appliances, Equipment & Furnishings for Home, Hotel and Restaurant. Av. Maria Cristina, Barcelona 4.

June 1-15, 1968. Int'l Fair of Barcelona. Av. Maria Christina, Barcelona 4.

Bilbao

Aug. 14-29. Int'l Samples Fair. Tercio de Begona 2, Apartado 468, Bilbao 13, Vizcaya.

Oct. 22-31. Technical Fair of Chemistry. Tercio de Begona 2, Apartado 468, Bilbao 13, Vizcaya.

Mar. 3-12, 1968. Technical Machine Tool Fair.

MAJOR SOLO EXHIBITIONS are staged frequently by the Commerce Department. A total of 87 makers of automotive equipment showed their wares at Caracas last fall with 61 metalworking tool firms.

Elda

Sept. 13-20. Int'l Footwear Industry Fair. Fair Management. Av. Chapt Palacio Ferial Elda.

Madrid

Nov. 9-19. Int'l Business Machine Exhibition. Pl. del Conde de Valle Suchil, 8 Madrid 15.

May 21-June 21, 1968. Agricultural Exhibition.

Valencia

Sept. 13-20. Int'l Trade Fair. Paseo del Mar.

Oct. 15-24. Int'l Furniture and Woodworking Machinery Show. Apartado 476, Valencia 10.

Zaragoza

Sept. 30-Oct. 15. National Fair. Palacio Ferial Gran via Zara 602A.

Sweden

Gothenburg

Sept. 9-17. Household of Today—Exhibition—Swedish Trade Fair. Vasagatan 52.

Oct. 19-25. Scanpack 67—Int'l Packaging Exhibition. Stampgatan 38.

April 3-7, 1968. Int'l Exhibition of "Medical Care & Health". 44 Newman St., London, W. 1.

May 10-19, 1968. Int'l Swedish Trade Fair.

Oct. 5-8, 1968. Tri-Ko-Som—Garment Trade Engineering Fair. Massehog 2, Boras.

Halsingborg

Aug. 5-13. Antik-67—Int'l Fair of Arts & Antiques. AB Halsingborgsutstallningar Gamla Tullhuset.

Aug. 31-Sept. 10. Int'l Maritime Exhibition. AB Halsingborgsutstallningar Halsingborg Ex. Ltd., Hamntorget.

Malmo

Aug. 11-18. Swedish Samples Fair, Box 19015.

Aug. 11-20. A Cleaner World Exhibition, Box 19015.

Aug. 29-Sept. 1. Scandinavian Industrial Art Fair, Box 56, Markaryd.

Sept. 18-20. Shoe Fair, Box 19015, Malmo 19.

Oct. 4-8. Resta III Hotel, Restaurant, and Cafe Fair, Box 19015.

April 19-23, 1968. MEKANIK Industrial Trade Fair.

Ostersund

July 1-9. 18th EXPO NORTH International Trade Fair. Prastagatan 10.

Stockholm

Sept. 13-24. St. Erik's Fair. General. Storangsvagen 18.

Sept. 29-Oct. 8. GOURMET—Int'l Fair for Delicacies. Box 24024, Stockholm 24.

Oct. 12-18. Stockholm Technical Fair. Storangsvagen 18.

Oct. 31-Nov. 3. Exhibition for Water, Ventilation, & Sanitary Equipment. Sturegatan 8.

April 22-28, 1968. Data 68—Automatic Data Processing.

Switzerland

Basel

Sept. 27-Oct. 6—ITMA 67—Fifth Int'l Exhibition of Textile Machinery. Quadrennial. 4 General Wille-Strasse. Zurich 8022.

Nov. 14-18. INEL 67—Third Int'l Exhibition of Industrial Electronics. 4000 Basel 21.

Nov. 22-28. IGEHO Int'l Catering Hotel Exhibition & Congress. 44 Newman St., London, W.C. 2.

Feb. 14-21, 1968. Int'l Mechanical Handling Exhibition.

April 20-30, 1968. Swiss Industries Fair. 4000 Basel 21.

June 7-9, 1968. Int'l Pharmaceutical Industry Exhibition.

Sept. 1-3, 1968. Int'l Hardware Exhibition, Talstrasse 66. 8001 Zurich.

Oct. 5-13, 1968. HOLZ Int'l Fair for Woodworking Machinery. 4000 Basel.

Bern

Nov. 9-19. MOWO—Fashion Household & Homemaking Exhibition.

Geneva

Oct. 25-Nov. 5. Ideal Home Exhibition. 54b Route Acacias, P.O. Box 1211.

Lausanne

Sept. 9-24. Swiss Fall Fair. 1000 Lausanne.

Zurich

Aug. 30-Sept. 4. FERA—Radio & TV Exhibition. Munzgraken 6, 3000 Bern.

Sept. 12-16. BUFA—Office Equipment Exhibition. Box 3046.

Mar. 15-24, 1968. HILSA Heating & Sanitation Exhibition. Nordstrasse 20.

Mar. 20-24, 1968. Int'l Trade Fair for Medical & Hospital Equipment. 36 Hofackerstrasse.

May 10-19, 1968. Swiss Import Exhibition.

Oct. 31-Nov. 5, 1968. Int'l Tech. Fair for Hydraulics & Pneumatics. 120 Universitaetsstrasse. Biennial.

Jan. 20-Feb. 4, 1969. MICROTECHNIC Int'l Fair for High Precision Tech. & Metrology.

SOPHISTICATED U.S. PRODUCTS, such as the nylon-embedded ball bearings which were shown at the Hanover Fair's exhibition of materials handling equipment earlier this year, win sales for exhibitors.

Syria

Damascus

Aug. 25-Sept. 20. Damascus Int'l Fair. General. 67 Baghdad Ave.

Taiwan

Taipei

Oct. 26-Nov. 4. •U.S. Solo Exhibition. Industrial Machinery Exhibition.

Tanzania

Dar es Salaam

July 7. Saba Saba (Double Seven) Trade Fair and Agricultural Fair.

Thailand

Bangkok

Feb. 1-18, 1968. Bangkok Int'l Trade Fair. 199/34-5 Pathumwan Square.

Turkey

Izmir

Sept. 20-Oct. 20. •Int'l Fair of Izmir.
Aug. 20-Sept. 20, 1968. Int'l Fair of Izmir.

United Arab Republic

Cairo

November 1968. Cairo Int'l Fair. General.

United States

The fairs in this section are listed chronologically and by name, location, and management address. It represents only a partial listing of trade shows in this country, and includes those whose managements have indicated an interest in foreign exhibitors and/or visitors. Information is taken from the latest data available to the Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

July 1967

8-13. Independent Housewares Fair. Chicago. 466 Central Ave., Northfield, Ill.
10-14. Southern Furniture Show. High Point. Southern Furniture Exposition Bldg., Inc., P.O. Box 828, High Point, N.C.
15-18. Nat'l Office Machine Dealers Assn. Show. Chicago. 2590 E. Devon Ave. Des Plaines, Ill. 60018
16-19. Pacific Fine Foods. Los Angeles. P.O. Box 866, 1103 Roanoke Place, Pasadena, Calif. 91103
23-26. Washington Gift Show. Washington, D.C. Little Bros. Show, Inc., 220 5th Ave. New York, N.Y. 10001
30-Aug. 2. New Orleans Gift and Jewelry Show. New Orleans. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

August 1967

6-9. Memphis Cotton States Gift, Jewelry & Decorative Accessories Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603
6-10. Nat'l Jewelry Trade Show. New York. Retail Jewelers of America, Inc., 1025 Vermont Ave., N.W., Washington, D.C. 20005
16-19. Specialty Advertising Assn. Chicago. 25 Boat Lane, Box H, Levittown, N.Y.
17-26. Kentucky State Fair. Louisville. P.O. Box 17067 Louisville, Ky. 40201
19-26. Erie County Fair. Hamburg. Erie County Agricultural Society, Hamburg, N.Y. 14075
21-24. American Hospital Assn. Exhibition. Chicago. 840 N. Lake Shore Drive, Chicago, Ill. 60611
21-25. Nat'l Notion & Novelty Show. New York. 350 Fifth Ave., New York, N.Y. 10001.
22-25. Western Electronic Show & Convention. San Francisco. 3600 Wilshire Blvd., Los Angeles, Calif. 90005
26-Sept. 5. Indiana State Fair. Indianapolis. Indianapolis Council on World Fairs, International Bldg., State Fairgrounds, Indianapolis, Ind. 46225
27-30. Nat'l Fancy Food & Confection Show. New York. Charles Snitow Organization, 331 Madison Ave., New York, N.Y. 10017
27-30. Minneapolis Gift & Jewelry Show. Minneapolis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill. 60603
30-Sept. 10. California State Fair & Exposition. Sacramento. P.O. 2036 Sacramento, Calif. 95809

September 1967

3-6. Miami Gift & Jewelry Show. Miami Beach. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603
10-13. Produce Packaging Exposition. New York. P.O. Box 29, Newark, Del. 19711
11-14. Instrument-Automation Conference & Exhibition. Chicago. Penn Sheraton Hotel, 530 Wm. Penn Place, Pittsburgh, Pa. 15219
12-15. Nat'l Chemical Exposition. Chicago. 86 East Randolph St., Chicago, Ill. 60601
13-15. Aerospace Industries Show. Washington, D.C. 1750 Penna. Ave., N.W. Washington, D.C. 20006
15-24. World Food & Agricultural Exposition. Madison. P.O. Box 71, Madison, Wisc. 53701
16-22. Eurofair. Boston. 1368 Beacon St., Suite 116, Brookline, Mass. 02143
16-24. Eastern States Exposition. W. Springfield, Mass. P.O. Box 191, West Springfield, Mass. 01101
17-20. American Meat Institute Convention & Exhibition. Chicago. 59 E. Van Buren St., Chicago, Ill. 60650
18-21. Packaging Machinery Mfrs. Institute Show. Atlantic City. 2000 "K" St., N.W., Washington, D.C. 20006
20-23. Nat'l Stationery & Office Equipment Show. Chicago. 740 Investment Bldg., Washington, D.C. 20005
20-24. New York City High Fidelity & Music Show. New York. 516 Fifth Ave., New York, N.Y. 10036
22-28. Direct Mail Advertising Assn. Show. Atlantic City. 230 Park Ave., New York, N.Y. 10017
23-27. Nat'l Tire Dealers & Retreaders Assn. Show. San Francisco. 1343 "L" St., N.W., Washington, D.C. 20005
23-Oct. 1. Oklahoma State Fair. Oklahoma City. P.O. Box 5026, Oklahoma City, Okla. 73101
24-28. Philadelphia Gift Show. Philadelphia. Donald C. Little Management, 220 Fifth Ave., New York, N.Y. 10001
26-30. Marking Device Assn. Show. Chicago. 1611 Chicago Ave., Evanston, Ill. 60202
28-Oct. 1. Marine Trades Exhibition. Chicago. 307 N. Michigan Ave., Chicago, Ill. 60601
28-Oct. 7. Southeastern Fair. Atlanta. P.O. Box 4988, Atlanta, Ga., 30302

October 1967

1-4. Public Works Congress & Equipment

Between shows

An export sales method which is becoming more popular is using the display space of the United States Trade Centers between their regularly scheduled shows.

How can the U.S. manufacturer reserve the display space of the centers for between-show exhibits?

Simple. Contact the trade center director directly, in care of the American Embassy in Bangkok, London, Stockholm, and Tokyo, and in care of the American Consulate in Frankfurt and Milan. The government will not do any market surveys or publicity, however. All expenses must be met by the exhibitor.

Directors of the trade centers are: Bangkok—Charles Welbert; Frankfurt—Wolfgang Robinow; London—Donald S. Kilby; Milan—Martin Stahl; Stockholm—Stephen Duncan-Peters; and Tokyo—Richard Garnitz.

The six centers operate eight to ten regularly scheduled shows each year. The intervals between shows last two or three weeks. Additional time throughout the year also is allotted for rotating window displays and solo exhibits by U.S. firms.

TECHNICAL INSTRUCTIONS by qualified demonstrators boost sales at trade fairs. Metalworking tool and automotive equipment firms predicted sales of $2.1 million after last year's Caracas show.

Show. Boston. 1313 E. 60th St., Chicago, Ill. 60637

3-7. Heart O'Texas Fair. Waco. P.O. Box 7581, Waco, Texas. 76710

7-12. Baking Industry Exposition. Atlantic City. 1700 Penna. Ave., N.W., Washington, D.C. 20006

7-22. Texas Int'l Trade Fair. Dallas. The State Fair of Texas, P.O. Box 26010, Dallas, Texas. 75217

9-12. Nat'l Hardware Show. New York. Charles Snitow Organization, 331 Madison Ave., New York, N.Y. 10017

10-12. Industrial Serv-a-Show. Toledo. Merchandise Displays Inc., 44 Webb St., Dayton, Ohio. 45403

16-19. American Society for Metals Meeting & Show. Cleveland. Metals Park, Ohio.

17-21. American Furniture Mart Int'l Home Furnishing Show. Chicago. 666 Lake Shore Drive, Chicago, Ill. 60611

19-20. Int'l Film & TV Festival of New York. New York. Herbert Rosen, Exhibit Management. 17 E. 45th St., New York, N.Y. 10017

19-22. Mountain States Industrial & Business Exhibit & Conference. Denver. Industrial Expositions Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

20-27. Southern Furniture Show. High Point. Suthern Furniture Exposition Bldg., Inc., P.O. Box 828, High Point, N.C. 27261

22-24. Brewers Assn. of America Show. Chicago. 541 W. Randolph St., Chicago, Ill. 60606

23-25. Nat'l Electronics Conference & Exhibit. Chicago. 228 N. LaSalle St., Chicago, Ill.

23-27. Business Equipment Exposition. New York. 18 E. 41st St., New York., N.Y. 10017

25-27. Pan American Hotel & Restaurant Exposition. Miami Beach. 141 N.E. 3rd Ave., Miami, Fla. 33132

28-30. Nat'l Sporting Goods Show. San Francisco. 23 E. Jackson Blvd., Chicago, Ill.

28-Nov. 2. Int'l Taxicab Show. New Orleans. 420 S. Milwaukee, Libertyville, Ill. 60048

29-Nov 1. Nat'l Outerwear & Sportswear Show. New York. 347 Fifth Ave., New York, N.Y. 10014.

31-Nov. 2. Point-of-Purchase Advertising Institute Show. Chicago. 521 Fifth Ave., New York, N.Y. 10017

November 1967

1-3. Northeast Electronics Research & Engineering Meeting & Show. Boston. NEREM Exhibits, Box 324, Waltham, Mass. 02154

5-10. American Society of Agronomy. Washington, D.C. 677 S. Segoe Rd., Madison, Wisc. 53711

5-10. Atom Fair. Chicago. 14 W. 40th St., New York, N.Y. 10018

6-9. Nat'l Hotel & Motor Hotel Exposition. New York. 141 West 51st St., New York, N.Y. 10019

10-13. Auto Trim Show Convention. New York. Nat'l Assn. of Auto Trim Shops, 129 Broadway, Lynbrook, L.I., New York. 11563

11-15. Int'l Asssn. of Clothing Designers. New York. 12 S. 12th St., Philadelphia, Pa. 19107

11-15. New York Shoe Show. New York. 3rd Floor, Hotel New Yorker, New York, N.Y. 10001

11-18. Philadelphia Automobile Show. Philadelphia. 718 Robinson Bldg., Philadelphia, Pa. 19102

13-16. Int'l Soft Drink Industry. Houston. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017

14-16. Industrial Electric Exposition. Pittsburgh. 917 Liberty Ave., Pittsburgh, Pa. 15222

16-19. Paint & Wallpaper Assn. of America Show. Atlantic City. 7935 Clayton Rd., St. Louis, Mo. 63117

27-Dec. 1. Exposition of Chemical Industries. New York. Int'l Expositions Co., Inc., Pan Am Bldg., 200 Park Ave., New York, N.Y. 10017

December 1967

1-3. Automatic Merchandising. Los Angeles. 7 South Dearborn St., Chicago, Ill. 60603

5-10. Int'l Woman's World Exposition. Boston. Milrick Int'l Productions Inc., 73 Tremont St., Boston, Mass. 02108

3-7. Nat'l Assn. of Home Builders Convention & Show. Chicago. 1625 "L" St. N.W., Washington, D.C.

9-17. Int'l Aviation & Aerospace Exposition. New York. 500 Fifth Ave., New York, N.Y. 10036

DESCRIPTIVE LITERATURE often helps to sell complicated products. Here a French scientist studies specifications at the MESUCORA show in April.

26-30. Exposition of Science and Industry. New York. 1515 Mass. Ave., N.W., Washington, D.C. 20005

January 1968

7-13. American Furniture Mart Int'l Home Furnishing Show. Chicago. 666 Lake Shore Drive, Chicago, Ill. 60611

8-12. Society of Automotive Engineers Engineering Congress & Exposition. Detroit. 485 Lexington Ave., New York, N.Y. 10017

9-14. Toledo Automobile Show. Toledo. 1 Main St., Toledo, Ohio. 43605

12-21. Int'l Sports, Vacation & Travel Show. Los Angeles. Showmanship, Inc., 1417 Georgia St., Los Angeles, Calif. 90015

15-19. Nat'l Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill. 60654

15-19. Pennsylvania Farm Show. Harrisburg. State Fair Products Show Commission, Harrisburg, Pa.

15-19. Southern Furniture Show. High Point. Southern Furniture Exposition Bldg., Inc., P.O. Box 828, High Point, N.C. 27261

16-18. Agricultural Trade Show of Maine. Lewiston. State House, Agusta, Maine. 04330

16-21. Oklahoma Sports, Boat & Travel Show. Tulsa. Industrial Expositions, Inc., 2785 N. Speer, Denver, Colo. 80211

19-24. Southern Jewelry Show. Atlanta. Southern Jewelry Travelers Assn., Inc., 631 Candler Bldg., Atlanta, Ga.

19-28. Mid-America Boat Show. Cleveland. 414 Caxton Bldg., Cleveland, Ohio. 44107

20-24. Nat'l Automobile Dealers Equipment Exhibition. New Orleans. 2000 "K" St., N.W., Washington, D.C. 20006

21-24. Nat'l Exposition for Food Processors (The Canners Show). Atlantic City. Blackwell Bldg., 7758 Wisconsin Ave., N.W., Bethesda, Md. 20014

29-31. Automotive Accessories Mfrs. of America, Int'l Exposition. Philadelphia. 555 E. City Line Ave., Bala Cynwyd, Pa. 19004

29-Feb. 1. Air Conditioning, Heating & Refrigeration Industry Show. Atlantic City. 1815 N. Fort Myer Drive, Arlinton, Va. 22209

29-Feb. 1. Nat'l Auto Accessories Exposition. Chicago. One Bala Ave., Bala Cynwyd, Pa. 19004

February 1968

2-11. San Francisco Nat'l Sports & Boat Show. San Francisco. 325 N. Pacific Ave., San Francisco, Calif. 94111

U.S. CONSUMER PRODUCTS SELL WELL at some international fairs. These washing machines were shown at the Bari, Italy Fair. The next edition of this annual event is scheduled for this September.

4-6. Memphis Cotton States Gift, Jewelry & Decorative Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

4-8. Hobby Industry Trade Show. Chicago. 200 Fifth Ave., New York, N.Y. 10010

10-12. New England Hardware-Housewares Show. Boston. 665 Boylston St., Boston, Mass. 02116

21-24. American Road Builders Convention & Road Show. Columbus, Ohio. 525 School St., S.W., Washington, D.C. 20024

21-24. Pacific Automotive Show. Las Vegas. 714 W. Olympic, Los Angeles, Calif. 90015

22-24. Int'l Automotive Service Industries Show. Las Vegas. 44 E. 23rd St., New York, N.Y. 10010

22-23. New England Boat Show. (Trade only) Boston. 2500 Boylston St., Boston 02116

24-Mar. 2. New England Boat Show (Public) Boston. 2500 Boylston St., Boston 02116

26-Mar. 1. Nat'l Sand and Gravel Exhibit. Chicago. 900 Spring St., Silver Spring, Md. 20910

March 1968

5-10. Colorado Sports, Boat & Travel Show. Denver. Industrial Expositions, Inc., 2785 North Speer Blvd., Denver, Colo. 80211

17-21. ASME Gas Turbine Conference & Products Show. Washington, D.C., P.O. Box 188, Ho-Ho-Kus, New Jersey. 07423

18-21. Int'l Institute of Electric & Electronics Engineers Exhibition. New York. 72 W. 45th St., New York, N.Y. 10036

24-29. Philadelphia Gift Show. Philadelphia. 220 Fifth Ave., New York, N.Y. 10010

25-28. Nat'l Plant Engineering & Maintenance Show. Philadelphia. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017

26-28. Detroit Business Show. Detroit. 948 Penobscot Bldg., Detroit, Mich. 48226

April 1968

2-7. Kansas Sports, Boat & Travel Show. Wichita. Industrial Expositions Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

19-26. Southern Furniture Show. High Point, N.C. P.O. Box 828, High Point, N.C. 27261.

29-May 3. American Society of Tool Engineers Tool Show. Philadelphia. 20501 Ford Road, Dearborn, Mich. 48127

29-May 3. Foundry Show & AFS Castings Congress. Cleveland. 75 E. Wacker Drive, Chicago, Ill. 60601

30-May 2. American Federation of Information Processing Societies, Spring Joint Computer Conference. Atlantic City. 345 E. 47th St., New York, N.Y. 10017

May 1968

15-21. American Woodworking Machinery & Equipment Show. Greenville, S.C. P.O. Box 13005 Golden Gate Sta-

tion, Greensboro, North Carolina. 27405

14-16. Middle Atlantic Hospital Assembly. Atlantic City. Highway 206, Princeton, New Jersey. 08540

19-22. Int'l Office Exposition. Los Angeles. 32 W. 40th St., New York, N.Y. 10018

20-23. Nat'l Restaurant Show. Chicago. 1530 N. Lake Shore Drive, Chicago, Ill. 60610

26-29. Confectionery Industries Exposition. Boston. 36 S. Wabash, Chicago, Ill. 60603

June 1968

3-6. Design Engineering Show. Chicago. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017

6-8. Footwear Management Conference & Exposition. Atlantic City. Exposition Manager, 342 Madison Ave., New York, N.Y. 10017

9-16. Electronic Industry Meeting & Show. New York. Room 1702, 100 S. Wacker Drive, Chicago, Ill. 60606

16-22. American Furniture Mart, Int'l Home Furnishing Show. Chicago. 666 Lake Shore Drive, Chicago, Ill. 60611

20-25. Print 68. Chicago. NPEA Exhibits, Inc., 250 Park Ave., New York, N.Y. 10017

July 1968

8-12. Southern Furniture Show. High Point. P.O. Box 828, High Point, N.C. 27261

11-14. Southern Jewelry Show. Atlanta. Southern Jewelry Travelers Assn. Inc., 631 Candler Bldg., Atlanta, Ga. 30303

15-19. Nat'l Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill. 60654

August 1968

4-7. Memphis Cotton States Gift, Jewelry & Decorative Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

20-23. Western Electronic Show & Convention. Los Angeles. 3600 Wilshire Blvd., Los Angeles, Calif.

30-Sep. 4. Miami Gift & Jewelry Show. Miami Beach. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

September 1968

15-20. Philadelphia Gift Show. Philadelphia. Little Brothers, 220 Fifth Ave., New York, N.Y. 10010

16-19. American Hospital Assn. Atlantic City. 840 N. Lake Shore Drive, Chicago, Ill. 60611

17-20. Int'l Brewing Industries Exposition. Detroit. 1849 W. 24th St., Cleveland, Ohio. 44113

23-26. Iron & Steel Exposition. Cleveland. 1010 Empire Bldg., Pittsburgh, Pa. 15222

24-26. Food & Drug Packaging Show. New York. Shea Expositions Corp., 250 Gateway Towers, Pittsburgh, Pa. 15222

29-Oct. 4. American Society for Testing Materials Show. Atlanta. 1916 Race St., Philadelphia, Pa. 19103

30-Oct. 2. Nat'l Electronics Conference & Exhibit. Chicago. 228 N. LaSalle, Chicago, Ill. 60601

October 1968

1-5. Heart O'Texas Fair. Waco. P.O. Box 7581, Waco, Texas. 76710

5-9. Nat'l Tire Dealers & Retreaders Assn. Show. Cleveland. 1343 "L" St., N.W., Washington, D.C. 20005

7-10. American Mining Congress Show. Las Vegas. 1102 Ring Bldg., Washington, D.C. 20006

13-16. Produce Packaging Exposition. San Francisco. P.O. Box 29, Newark, Del. 19899

13-17. American Society for Metals Meeting & Show. Detroit. Metals Park, Ohio.

18-25. Southern Furniture Show. High Point. P.O. Box 828, High Point, N.C. 27261

20-23. Public Works Congress & Equipment Show. Miami Beach. 1313 E. 60th, Chicago, Ill. 60637

21-25. Southern Textile Exposition. Greenville, S.C., Textile Hall Corp., 322 W. Washington, Greenville, S.C. 29601

22-24. Point-of-Purchase Advertising Institute. New York. 521 Fifth Ave., New York, N.Y. 10017

26-29. Nat'l Sporting Good Assn. Show. Anaheim, Calif. 23 East Jackson Blvd., Chicago, Ill. 60603

31-Nov. 3. Nat'l Stationery & Office Equipment Show. New York. 740 Investment Bldg., Washington, D.C. 20005

November 1968

4-7. Die Casting Exposition & Congress. Detroit. 1601 West Lafayette Blvd., Detroit, Mich. 48216

6-8. Northeast Electronics Research & Engineering Meeting & Show. Boston. NEREM Exhibits. Box 324 Waltham, Mass.

6-10. Direct Mail Advertising Assn. Show. Chicago. 230 Park Ave., New York, N.Y. 10017

10-15. American Society of Agronomy. New Orleans. 677 S. Segoe Rd., Madison, Wisc. 53711

11-14. Nat'l Hotel & Motor Hotel Exposition. New York. 141 West 51st St., New York, N.Y. 10019

11-15. Atom Fair. Washington, D.C. 14 W. 40th St., New York, N.Y. 10018

17-21. Int'l Assn. of Clothing Designers Show. Philadelphia. 12 S. 12th St., Philadelphia, Pa. 19107

18-21. Int'l Soft Drink Industry Exposition. Detroit. Clapp & Poliak, 341 Madison Ave., New York, N.Y. 10017

18-22. Nat'l Plastics Exposition. Chicago. Clapp & Poliak, 341 Madison Ave., New York, N.Y. 10017

December 1968

8-13. Agricultural Engineering Exposition. Chicago. 530 Wm. Penn Place, Pittsburgh, Pa. 15219

26-30. Exposition of Science & Industry. Dallas. 1515 Mass. Ave., N.W. Washington, D.C. 20005

U.S.S.R.

Leningrad

July-Aug. 1968. Int'l Fishing Exhibition.

DEMONSTRATIONS ARE THE KEY to sales in many instances. Welding equipment below was shown in operation at the London International Engineering and Marine Exhibition held in April and May.

Moscow

July 8-19. INTERGORMASH—Mining Congress and Exhibition. 6 ul 45 Kuilrpheva.
Aug. 22-Sept. 5. ODEZHDA—Int'l Clothing Exhibition. Clothing, Textiles, & Textile Equipment.
May-June, 1968. Municipal Service and Domestic Equipment. Sokolniki Park.
May-June, 1969. Modern Equipment for Automation of Production Processes. Sokolniki Park.
September, 1969. Modern Printing Machinery.
May-June, 1970. Modern Equipment and Technological Processes in the Light Industry. Sokolniki Park.
September, 1970. Int'l Chemistry Exhibition. Sokolniki Park.

Yugoslavia

Belgrade

Sept. 28-Oct. 4. •TOUREX. Tourism Equipment Fair.
Oct. 14-22. Int'l Clothing Fair—Fashion in the World. Belgrade Fair. Administration, Bulevar Misica Vojvode 14, Box 408.
Oct. 14-22. Fifth Fair of Furniture & Interior Decoration.
May 1968. Int'l Technical Fair.

Leskovac

June 1968. Int'l Textile & Textile Machinery Fair. Leskovac, Bare Slankovica St. No. 5.

Ljubljana

Sept. 1-10. Int'l Wine Fair. Titova 50.
Oct. 10-15. Int'l Electronics Exhibition. Titone 50.
Nov. 4-12. Int'l Automobile Accessories and Automobile Industry Fair.

Novi Sad

Sept. 22-Oct. 5. Int'l Hunting & Fishing Fair. Hajduk Veljkov 11, Novi Sad.
May 1968. Int'l Agricultural Fair.

Zagreb

Sept. 7-17. Int'l Fall Fair. General. Alija Borisa Kidrica b.b.
April 1968. Int'l Spring Fair. General. Aliga Borisa Kidrica b.b.

Zambia

Lusaka

Aug. 5-7. Lusaka Agriculture Show.

Ndola

June 30-July 3. Zambia Trade Fair. General, Box 1058.

PRODUCTION SAMPLES from machines in operation at fairs can convince customers of value equipment.

Specialty fairs—a cross-reference

The following list repeats some of the foreign fairs included in the foregoing schedule. These are events which have one distinctive major item for display. Readers will find additional details by referring to the main list, which gives the international fairs by country and city.

Advertising

Atlantic City, NEW JERSEY; Chicago, ILLINOIS; New York, NEW YORK; Toledo, OHIO.

Agriculture

Ried im Innkries, Wels, AUSTRIA; Brisbane, Perth, AUSTRALIA; Brussels, BELGIUM; Toronto, CANADA; Bogota, COLOMBIA; Metz, Paris, Tours, FRANCE; Harrogate, GREAT BRITAIN; Tel Aviv, ISRAEL; Parma, ITALY; Nairobi, KENYA; Lourenco Marques, MOZAMBIQUE; Dar es Salaam, TANZANIA; Lusaka, ZAMBIA; Atlanta, GEORGIA; Chicago, ILLINOIS; Dallas, TEXAS; Hamburg, NEW YORK; Indianapolis, INDIANA; West Springfield, MASSACHUSETTS.

Audio-Visual

Paris, Toulouse, FRANCE; Berlin, GERMANY; London, GREAT BRITAIN; Milan, ITALY; Amsterdam, NETHERLANDS; Zurich, SWITZERLAND; New York, NEW YORK.

Aviation

Paris, FRANCE; Hanover, GERMANY; London, GREAT BRITAIN; Genoa, Turin, ITALY; Lisbon, PORTUGAL; New York, NEW YORK; Washington, D.C.

Boats and Boating

Melbourne, Sidney, AUSTRALIA; Copenhagen, DENMARK; Paris, FRANCE; Friedrichshafen, Hamburg, GERMANY; Birmingham, London, GREAT BRITAIN; Amsterdam, NETHERLANDS; Halsingborg, SWEDEN; Anaheim, CALIFORNIA; Boston, MASSACHUSETTS; Chicago, ILLINOIS; Cleveland, Columbus, OHIO; Denver, COLORADO; Los Angeles, San Francisco, CALIFORNIA; Tulsa, OKLAHOMA; Wichita, KANSAS.

Building and Construction

Sidney, AUSTRALIA; Toronto, CANADA; Helsinki, FINLAND, Paris, FRANCE; Munich, Nuremberg, GERMANY; London, GREAT BRITAIN; Thessaloniki, GREECE; Florence, ITALY; Oslo, NORWAY; Atlantic City, NEW JERSEY; Boston, MASSACHUSETTS; Chicago, ILLINOIS; Cleveland, OHIO; Miami Beach, FLORIDA.

Business

Dallas, TEXAS; Denver, COLORADO; Detroit, MICHIGAN; New York, NEW YORK.

Camping, Sports and Fishing

Copenhagen, Esbjerg, DENMARK; Helsinki, FINLAND; Grenoble, Paris, FRANCE; Hamburg, GERMANY; London, GREAT BRITAIN; Leningrad, U.S.S.R.; Novi Sad, YUGOSLAVIA.

Clothing and Textiles

Dornbirn, AUSTRIA; Brussels, Ghent, BELGIUM; Copenhagen, DENMARK; Paris,

FRANCE; Berlin, Cologne, Duesseldorf, Frankfurt, Hamburg, Wiesbaden, GERMANY; London, GREAT BRITAIN; Bari, Milan, Turin, ITALY; Amsterdam, Utrecht, NETHERLANDS; Moscow, U.S.S.R.; Belgrade, YUGOSLAVIA; Boston, MASSACHUSETTS; Greenville, SOUTH CAROLINA; Philadelphia, PENNSYLVANIA; New York, NEW YORK.

Electronics, Instrumentation and Automation

Toronto, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Duesseldorf, Munich, GERMANY; London, GREAT BRITAIN; Osaka, Tokyo, JAPAN; Amsterdam, NETHERLANDS; Moscow, U.S.S.R.; Johannesburg, S. AFRICA; Basel, SWITZERLAND; Ljubljana, YUGOSLAVIA; Atlantic City, NEW JERSEY; Boston, MASSACHUSETTS; Chicago, ILLINOIS; Los Angeles, CALIFORNIA; New York, NEW YORK; Pittsburgh, PENNSYLVANIA; San Francisco, CALIFORNIA; Washington, D.C.

Engineering

Melbourne, AUSTRALIA; Montreal, CANADA; London, GREAT BRITAIN; Tokyo, JAPAN; Johannesburg, S. AFRICA; Gothenburg, SWEDEN; Chicago, ILLINOIS; Philadelphia, PENNSYLVANIA.

Food and Food Products

Melbourne, AUSTRALIA; Brussels, BELGIUM; Toronto, CANADA; Dijon, Paris, FRANCE; Berlin, Cologne, Hamburg, Munich, Stuttgart, GERMANY; Eastbourne, London, GREAT BRITAIN; Utrecht, NETHERLANDS; Stockholm, SWEDEN; Atlantic City, NEW JERSEY; Boston, MASSACHUSETTS; Chicago, ILLINOIS; Detroit, MICHIGAN; Los Angeles, CALIFORNIA; Madison, WISCONSIN; New York, NEW YORK; Sacramento, CALIFORNIA.

Gifts and Jewelry

Paris, FRANCE; Nuremberg, GERMANY; London, GREAT BRITAIN; Atlanta, GEORGIA; Memphis, TENNESSEE; Miami Beach, FLORIDA; Minneapolis, MINNESOTA; New Orleans, LOUISIANA; New York, NEW YORK; Philadelphia, PENNSYLVANIA; Washington, D.C.

Hardware

Montreal, CANADA; London, GREAT BRITAIN; Basel, SWITZERLAND; Boston, MASSACHUSETTS; New York, NEW YORK.

Heating, Plumbing and Air-Conditioning

Brussels, BELGIUM; Helsinki, FINLAND; London, GREAT BRITAIN; Zurich, SWITZERLAND; Atlantic City, NEW JERSEY.

Hobbies

Nuremberg, Stuttgart, GERMANY; London, GREAT BRITAIN; Florence, Messina, ITALY; Halsingborg, SWEDEN; Chicago, ILLINOIS.

Homes, Home Furnishings and Furniture

Melbourne, AUSTRALIA; Brussels, Charleroi, BELGIUM; Montreal, CANADA; Lyon, Toulouse, FRANCE; Cologne, Frankfurt, Ludwigshafen, Nuremberg, GERMANY; Belfast, Bristol, London, GREAT BRITAIN; Milan, ITALY; Hague, Rotterdam, Utrecht, NETHERLANDS; Oslo, NORWAY; Barcelona, SPAIN; Geneva, SWITZERLAND; Bern, SWITZERLAND; Belgrade, YUGOSLAVIA; Chicago, ILLINOIS; High Point, NORTH CAROLINA.

Hotel, Restaurant and Catering

Sidney, AUSTRALIA; Brussels, BELGIUM; Paris, FRANCE; Berlin, Munich, Stuttgart, GERMANY; London, GREAT BRITAIN; Genoa, ITALY; Glasgow, SCOTLAND; Capetown, S. AFRICA; Barcelona, SPAIN; Malmo, SWEDEN; Basel, SWITZERLAND; Chicago, ILLINOIS; Miami Beach, FLORIDA; New York, NEW YORK.

Laundry and Drycleaning

Montreal, CANADA; Paris, FRANCE; Frankfurt, GERMANY; London, GREAT BRITAIN.

Leather and Leather Goods

London, GREAT BRITAIN; Athens, GREECE; Florence, Vigevano, ITALY; Elda, SPAIN; Malmo, SWEDEN; Atlantic City, NEW JERSEY; New York, NEW YORK.

Machinery and Machine Tools

Lyon, Paris, FRANCE; Cologne, Hanover, Stuttgart, GERMANY; London, GREAT BRITAIN; Tokyo, JAPAN; Utrecht, NETHERLANDS; Moscow, U.S.S.R.; Johannesburg, S. AFRICA; Bilbao, SPAIN; Valencia, SPAIN; Basel, SWITZERLAND; Taipei, TAIWAN; Leskovac, YUGOSLAVIA; Atlantic City, NEW JERSEY; Greenville, SOUTH CAROLINA; Philadelphia, PENNSYLVANIA.

Medical, Chemical and Pharmaceutical

Brussels, BELGIUM; Montreal, Toronto, CANADA; Paris, FRANCE; Berlin, Wiesbaden, GERMANY; London, GREAT BRITAIN; Utrecht, NETHERLANDS; Oslo, NORWAY; Moscow, RUSSIA; Bilbao, SPAIN; Gothenburg, SWEDEN; Zurich, SWITZERLAND; Atlantic City, NEW JERSEY; Chicago, ILLINOIS; New York, NEW YORK.

Metals and Metal Products

Cleveland, OHIO; Detroit, MICHIGAN; Las Vegas, NEVADA.

Motor

Paris, FRANCE; Frankfurt, GERMANY; London, GREAT BRITAIN; Turin, ITALY; Tokyo, JAPAN; Johannesburg, S. AFRICA; Ljubljana, YUGOSLAVIA; Chicago, ILLINOIS; Detroit, MICHIGAN; Las Vegas, NEVADA; New Orleans, LOUISIANA; New York, NEW YORK; Philadelphia, PENNSYLVANIA; San Francisco, CALIFORNIA; Washington, D.C.

Office Equipment and Machines

Helsinki, FINLAND; Paris, FRANCE; London, GREAT BRITAIN; Milan, ITALY; Oslo, NORWAY; Madrid, SPAIN; Stockholm, SWEDEN; Zurich, SWITZERLAND; Chicago, ILLINOIS; Los Angeles, CALIFORNIA; New York, NEW YORK.

Packaging and Materials Handling

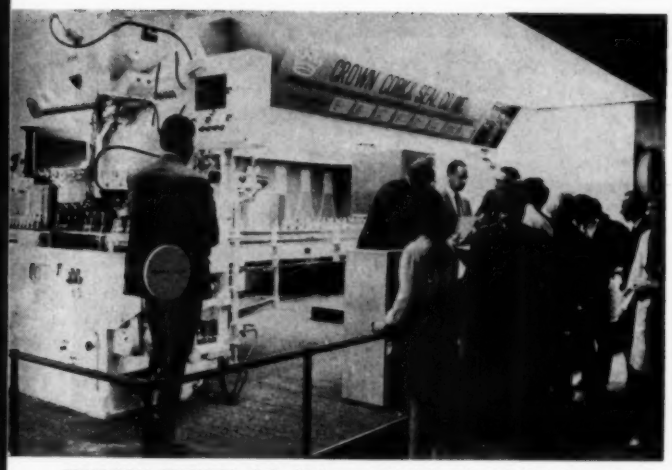
Paris, FRANCE; Milan, ITALY; Parma, ITALY; Tokyo, JAPAN; Mexico City, Johannesburg, S. AFRICA; Gothenburg, SWEDEN; New York, NEW YORK; San Francisco, CALIFORNIA.

Plastics

Toronto, CANADA; Oyonnax, FRANCE; Duesseldorf, GERMANY; Chicago, ILLINOIS.

Toys

Paris, FRANCE; Nuremberg, GERMANY; Harrogate, GREAT BRITAIN; Amsterdam, NETHERLANDS.



TECHNICAL FEATURES of the high-speed "Uni-Blend" soft drink bottle filler and capper (above left) are discussed by officials of Crown Cork & Seal Co. Soviet technician listens (above right) as FMC representative explains the operation of an ice cream stick confection production system.

DEMONSTRATOR DESCRIBES FEATURES of Fairbanks Morse food pump (above) to Soviet trade visitors. IBM's Model 1311 Disk Drive (below) was one of the most popular U.S. items with Soviet technicians.

U.S. food machinery draws Soviet crowds

Estimated 275,000 attend displays by 18 firms at Moscow exhibition

The U.S. Pavilion at INPRODMASH —67, the Soviet international food processing and packaging exhibition, opened in Moscow's Sokolniki Park on May 16 with some 600 Soviet officials visiting the pavilion on opening day. By the close of the show on May 29, an estimated 275,000 trade and public visitors had seen the displays of 18 firms in the U.S. exhibition, which was organized by the U.S. Information Agency.

Soviet officials said total sales made at the exhibition were over $100 million. Immediate sales by the U.S. companies were over $600,000, with four additional firms still negotiating for an additional $213,000 in spot sales. A number of exhibitors said they anticipate sizeable future business in the Soviet Union.

Not all U.S. firms were in the show to make sales. Dow Chemical, IBM, Westinghouse, Pan American, Coca-Cola, Pepsi-Cola, and Royal Crown Cola all presented "image" displays. Several exhibitors reported making a number of valuable sales contacts with show visitors from Eastern European countries outside the Soviet Union.

Trade attendance at the U.S. Pavilion ran high—about 600 each day, mostly during special reserved early hours.

Some 80 American businessmen were on hand representing their firms and showing the various food processing, packaging, and handling items.

Export products catalog being sent overseas

American Express will provide servicing, evaluation of inquiries

'U.S.A. PRODUCTS FOR EXPORT CATALOG FILES' were presented by William O. Myers (l), president of the World Trade Information Center, to Acting Ass't Sec'y of Commerce Lawrence C. McQuade (c.). Keith J. Wheelahan (r.), of the Edison Electric Institute's Area Development Committee, looks on.

First volumes of the "U.S.A. Products for Export Catalog Files" are now available, and are being sent to 600 locations throughout the world, including U.S. Foreign Service posts, American Express Co. offices, U.S. bank branches, U.S. steamship offices, and American and other chambers of commerce.

The catalogs were compiled by the World Trade Information Center of Boulder, Colo., from information gathered by the Edison Electric Institute, the national trade association of power companies. The Institute, through its member private utility companies throughout the United States, contacted its industrial customers and invited them to submit literature or catalog pages for the publication.

The material, assembled by Standard Industrial Classification (SIC) number, provides a continuing display of U.S. product literature overseas. The several hundred U.S. manufacturers participating range from makers of food products to producers of machinery and transportation equipment.

Additional benefits of the service include evaluation and processing of inquiries by American Express' "E" award-winning Export Marketing Service. American Express also provides the U.S. manufacturer with an established transportation cost for his product to the port of entry in the buyer's country. The U.S. company can then give the potential overseas buyer a total estimated delivered price.

For further information **write:** William O. Myers, World Trade Information Center, 3825 Walnut St., Boulder, Colo. 80302.

WINE TASTING PROMOTION was held on board the Matson Lines' S.S. Monterey, docked at Sydney, Australia, to introduce U.S. wines. Shown here are (l. to r.) Dr. Lon Weinhold, Federal Department of Health; U.S. Consul General Basil Capella; William Meeske, Vice President of Matson Lines in Australia; Arthur Birch, director of Sydney Chamber of Commerce; a guest; and Frank Geiringer, editor of Gourmet Magazine. Importers, publishers, members of Wine & Food Society of New South Wales were guests.

San Francisco area mission reports soon

U.S. companies in the San Francisco area will have an opportunity next Wednesday to hear a first-hand appraisal of several Pacific area markets.

The Greater San Francisco Chamber of Commerce Trade Mission, recently returned from the Far East, on June 28 will report its findings to its sponsors—the Chamber.

The conference, scheduled to be held in the Chamber's offices, is open to the business community.

The 12-man mission, approved by the U.S. Department of Commerce, visited Hong Kong, Bangkok, Kuala Lumpur, Singapore and Djakarta in the late spring.

For additional information, **write:** Thomas B. Caylor, Manager, World Trade Department, San Francisco Chamber of Commerce, 420 Montgomery St., San Francisco, Calif. 94104.

World business on agenda

International aspects of franchising and of antitrust law are among the subjects scheduled for discussion at the Federal Bar Association convention in San Francisco July 26-29. "Exporting American Franchises" will be handled by Lewis G. Rudnick, assistant general counsel of International Franchise Association.

Worldwide Business Outlook pages 25-33

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: In the last week of May, representatives of 10 countries met to organize an International Iron and Steel Institute with headquarters in Brussels, **Belgium**. In general, the new Institute will undertake internationally, the type of functions now performed in the United States by the American Iron and Steel Institute; it will collect and disseminate statistics and provide a forum for the exchange of knowledge concerning the technical advancement of steel-making and the promotion of the use of steel. Countries represented, in addition to the United States, were Australia, Belgium, France, Great Britain, Italy, Japan, Luxembourg, Netherlands, and West Germany. BDSA is exploring the implications of the new Institute on such problems as the technological gap, balance of payments deficits, and future trade negotiations. . . . The **Chilean** Government recently authorized at least 22 large investment projects totaling more than $907 million ($751.5 million from abroad) and calling for the development or expansion of mining and industrial installations. These include six projects for the development of copper mines totaling $563.5 million, of which $520 million is to come from foreign sources. Three iron ore projects call for the investment of at least $36 million, while 14 other projects, principally for industrial development, will require investments of $307.5 million, of which $198.5 million is scheduled to come from abroad. . . . **French** imports from the U.S. during January-April were $448.1 million, up 12.3% above January-April 1966. Total imports increased to $4,330.6 million, up 8.5%. The U.S. share of total French imports rose from 10.2% for the first four months of 1966 to 10.3% during the same period of 1967.

HONG KONG

Economy remains active

Recent riots have only mild immediate impact on Colony; U.S. market share up

By WALTER W. SOHL
Senior Commercial Officer
U.S. Consulate General, Hong Kong

The following article was prepared by Mr. Sohl prior to the recent disturbances in Hong Kong. He has since reported that "At this juncture the Communists have been unable to disrupt seriously Hong Kong's economic well-being; the effect upon production has been negligible. Political headlines notwithstanding, the Colony's trade continues at a brisk clip, and the Communist challenge to banking and other institutions has diminished. U.S. firms here, including manufacturers, have experienced very little trouble, and as far as we know only a few of their families were sent out, with the men remaining behind carrying on business as usual. There has been no lack of allegiance displayed toward U.S. establishments and some have indicated that the rate of absenteeism has even been down slightly."

While Hong Kong has had to weather some tempests, the guarded optimism which was the prevailing sentiment among Hong Kong's business for the year following the banking crisis has proved to be well-founded.

Most economic indicators point to continued improvement. The vital export trade sector and most business and industrial segments have enjoyed a respectable measure of growth, advancing to new record levels.

The economy of Hong Kong has continued to grow at an annual rate of over 10%, thriving essentially on exports of light manufactures. This is a bustling city with a prevailing atmosphere of commercial cooperation.

Dynamic business

It has dynamic business acumen, a minimum of trade restrictions (excise or import duties are imposed only on tobacco, alcoholic beverages, petroleum products, motor cars, and table waters), abundant, free-flowing capital and high productivity based on the dexterity and industry of its Chinese entrepreneurs and labor.

Reports of recent profit squeezes and labor pinches have been more than offset by recorded increases in output, as productivity is being stimulated by greater emphasis upon updating equipment, specialized training and quality consciousness. New, sophisticated methods and efficiencies are being introduced in several of the more competitive industries; with leased time in centralized data centers, automatic processing of banking transactions, and computerized inventory control in some garment factories now realities.

The new electronics industry, with its phenomenal expansion through the use of the most modern manufacturing techniques and managerial know-how, has become an industrial complex in its own right.

Processing and design changes in the plastics industry and the move toward multi-fiber synthetics in textiles are further examples of how Hong Kong is adjusting to changing conditions.

Business and bank leaders believe that the standard of living is improving more rapidly than in the past. The consumer market for luxury-type products is broadening, perhaps already reaching the 500,000 mark, out of a total population approaching four million.

Hong Kong's exports of its own manufactures have been increasing even more rapidly than its entrepot trade. The total value of Hong Kong manufactured goods exported in 1966 was $993 million. This figure is most striking because in just ten years Hong Kong's export trade nearly doubled, while it changed from essentially an entrepot, with three-fourths of its

U.S. SHARE OF HONG KONG'S IMPORT MARKET is increasing, and American suppliers accounted for 11.5% of all goods entering the colony during the first quarter of 1967. This cosmetics display in a leading department store illustrates the variety of U.S. goods which are available to Hong Kong consumers.

trade goods produced outside the Colony, to its present status with three-fourths of its exports being manufactured locally.

Hong Kong's worldwide imports, exports, and re-exports increased by 14% in 1966, to a total of over $3 billion. Imports rose 12.6% to a total of $1.75 billion, while total exports and re-exports were over $1.3 billion. This left a visible trade imbalance of some $440 million, which was undoubtedly more than covered by tourist spending, banking transactions and overseas remittances.

Major local industries participating in foreign trade are textiles and apparel, plastics, electronics, light metal products, food processing, ship building and repair, and printing and publication. In addition to food, water and almost all raw materials must be imported.

In general, the country of origin and product patterns of imports remained unchanged during 1966, with Communist China as the leading supplier (mostly foodstuffs, textiles, and garments), followed by Japan (textiles, electrical equipment, plastic materials, and iron and steel), both extending their positions. The United States and the United Kingdom were again in third and fourth places, as more diversified suppliers.

The U.S. absorbed 35.5% of Hong Kong's exports in 1966, up 1.3 percentage points from 1965. The dollar value of sales to the U.S. increased 18.5% over 1965, to almost $353 million. Exports to other major markets, including the United Kingdom, the European Economic Community, and Southeast Asia, continued to show substantial increases, as the total value of world-wide exports increased by 14% to $993 million.

Worldwide re-exports increased in value by 22% over 1965, to $317.7 million. Following the pattern of the past, Southeast Asia took more than half of Hong Kong's re-exports, followed by Japan and the European Common Market. The U.S. share remained modest but registered some increase over the previous year. The principal items of re-exports to the United States were unset diamonds and fireworks.

Three-phase market

The United States is participating in all three phases of Hong Kong's "three-in-one" market.

First, competing for a fair share of the local market for consumer goods arriving from all over the world, as well as for raw materials and capital goods which serve as the tools for the well-developed and rapidly expanding internal light manufacturing industry.

Second, contributing nearly a third of the tourist market, which currently totals over 500,000 visitors spending more than $150 million annually on luxury-type consumer goods which are frequently available at prices below those prevailing in their respective home markets.

Third, sharing in the use of the entrepot facilities provided by Hong Kong as a strategically located free port through which international firms can operate. The countries of Southeast Asia are the major recipients of these goods being re-distributed through Hong Kong, a growing proportion of which includes U.S. air-conditioners, movie films, plastic raw materials, household appliances, chemicals and pharmaceuticals.

Again in 1966, as for the past six years, the United States was Hong Kong's leading two-way trading partner. While both parties have benefitted materially from this relationship, Hong Kong continued to enjoy a more spectacular export expansion, as the U.S. took over 28% of all goods manufactured and exported or re-exported by the Colony.

On the other hand the United States remained in third place as a supplier of this market, providing $189 million in goods for a 10.8% share of Hong Kong's imports.

The encouraging thing about trade with Hong Kong for the first quarter of this year is that the U.S. share of the market advanced to 11.5%, as the U.S. increased its exports by 39.1% over last year for total value of approximately $57 million, while Hong Kong's worldwide imports were only increasing by 26.5%.

Hong Kong's textile exports remained in first place of all goods taken by the U.S., and in 1966 amounted to over $153 million or 30% of all textile products manufactured for export. Textile items constituted 43.6 percent of all U.S. imports from Hong Kong in 1966, two percentage points lower than in 1965.

Exports to the U.S. by the other major industries participating in Hong Kong's growth and diversification, saw plastic flowers and toys remaining in second place at $66 million, representing 62% of all such exports; electrical/electronic products were still in third place but rapidly overtaking, at nearly $60 million or 72.5% of Hong Kong's worldwide exports of these goods entering the U.S. market.

As far as the growth rate is concerned, the sale abroad of electrical/electronic products was by far the most spectacular, increasing more than seven-fold in only three years.

The electrical/electronics segment was also the most rapid-growing of all commodity lines supplied to Hong Kong by the U.S. In fact, the import increase here was a phenomenal thirteen times in three years, with the 1966 value being nearly $33 million or 26% of all such goods received by Hong Kong. This import figure would be even more noteworthy if we consider U.S. parts for television receivers and thermionic and electronic tubes and valves separately, which in

1966 were valued at $24.9 million or 90.2% of all such U.S. components supplied to Hong Kong.

Other leading Hong Kong imports from the U.S., with moderate fluctuations from year to year, continue to be raw cotton, tobacco and cigarettes, non-electric machinery, fresh fruits, medicinal and pharmaceutical products, and plastic raw materials.

In step with total Colony trade, textile exports continued their upward trend, accounting for $514 million in 1966, a 13.2% increase over 1965. Yarn, fabrics, ready-made clothing, and fiber waste products continued to account for slightly over half of these export earnings.

The value of all exports of electrical and electronics goods surpassed $82 million for the year. The total exports of electrical and electronics shipped to the U.S. alone amounted to $59.8 million, compared with $31.4 million in 1965, for an increase of 90.4%, a testimonial to the successful expansion of U.S. firms manufacturing in Hong Kong. Two principal categories of such goods were exported, telecommunications apparatus (mainly transistor radios and television tuner units), and electrical machinery apparatus (mainly transistors, capacitors, dry cells, switches, and other parts).

The manufacture of microcircuits, computer memory core units, and other sophisticated electronic sub-assemblies continued to increase. This industry principally involves the wiring or other processing of assemblies shipped from the United States, which are then returned to the parent firms for incorporation in completed equipment.

Containers studied

Proposals for the introduction of containerization into Hong Kong are being studied. An ad hoc committee set up by the Hong Kong Government reported that unless the Colony is prepared to receive and ship cargo by container and keep in step with developments, the Hong Kong economy could be severly damaged. If container ships are built to service this port, it is certain that Hong Kong exporters, consumers and manufacturers will derive benefits, according to the committee.

Introduction of containerization in Hong Kong will be gradual. Because longshoremen's wages are only one-tenth those of U.S. labor, shippers remain unconvinced that containerization would reduce Hong Kong export costs, and all factories in Hong Kong are with easy distance from the dockside.

Moreover, much of Hong Kong's entrepot trade would continue to use traditional freighters to serve the South-East Asian areas, which would be without terminals of their own to cope with containerization.

Technological improvements planned or being carried out by Hong Kong's industrialists should be stepped up, to enable Hong Kong's products to become more competitive in worldwide markets. Greater emphasis upon sophisticated machinery, better organization and improved worker-training should result in expanded exports as well as in economic growth in general.

Should profits continue their tendency to shrink with mounting wages, technological improvement would become an even more urgent requirement. Awareness of the productivity crisis arising from competitive pricing should therefore bring about increased expenditures for updated equipment.

Despite some bearish statements by trade sources, construction continues to enjoy a modest increase. Completed buildings increased more than 8% in 1966 over 1965, with more marked improvement occurring toward the end of the year, especially in low- and medium-priced multi-storey residential accommodations.

Developers forecast continued recovery for 1967-68, in an industry which has receded from its previous exceptionally high-flying days only in relation to the phenomenal, continuing boom that is Hong Kong. They base this on expected population growth, a notably young population, increasing real per capita income and an apparent willingness to invest in projects which amortize over six or seven years, as opposed to the previously expected four to five years. Tourism emerged as Hong Kong's second most important industry in 1966, with the Hong Kong Tourist Association (HKTA) estimating earnings at over $156 million from civilian and military visitors.

A milestone was reached just before the end of 1966, when the total number of civilian visitors arriving by air, sea, and rail rose by 13.2% over 1965 to reach the half million mark for the first time. Americans continued to comprise the largest single portion of these visitors, numbering almost 143,000 and spending, according to a HKTA-sponsored survey, an average of $340.70. Totaling some $85 million, this accounted for over half of the total amount estimated by the HKTA to have been realized from tourism in 1966.

Three exhibitions of U.S. products took place between last August and December, two of which were of major proportions as well as the first of their kind ever sponsored by the U.S. Government in Hong Kong.

The Department of Agriculture sponsored an American Food Products Exhibition at the Hilton Hotel Aug. 29-Sept. 2. The more than 50 exhibitors made numerous sales, especially of frozen poultry.

The Department of Commerce sponsored the U.S. Light Industrial Machinery Exhibition at City Hall Oct. 31-Nov. 11. There were 29 exhibitors, who accounted for $553,000 in immediate sales, with an additional $2 million in sales expected during the following year as a direct result of the Exhibition.

Finally, a mobile trade fair featuring specialized scientific laboratory equipment from 40 manufacturers was exhibited at the new Ocean Terminal Dec. 12-15; American Export-Isbrandtsen Lines sponsored this, with support from the U.S. Department of Commerce.

Another scheduled

A similar mobile fair, specializing in industrial instruments and control apparatus, is scheduled for early July. The Department of Commerce, with the cooperation of local offices of U.S. carriers, is also sponsoring a Travel USA Week in November. It is hoped that several local retail outlets, hotels, and foreign carriers will also participate with appropriate promotional activities.

As improving productivity has become of general concern to both government and private enterprise, there is a fine opportunity for U.S. business and industry to participate in Hong Kong's industrial evolution by offering technical know-how and equipment for modernizing facilities, and by applying their experience in business and industrial management.

But U.S. business and industry need not necessarily limit themselves to such support; the fact is that besides capital goods, many consumer goods categories are in great demand. The shopping list for U.S. products is in fact almost inexhaustable and we could improve our share of the market in almost every goods category.

The U.S. is in a most favorable position to supply many of the products which recent market surveys have revealed that Hong Kong needs in order to continue to thrive by trade: textiles and leather machinery and parts; measuring, testing, and controlling instruments; non-electrical machinery and parts, construction, mining, crushing machinery, and non-domestic food machinery and food-processing machinery.

IN YUGOSLAVIA

West's methods catch on

New measures stimulate competition, aim to attract foreign investors

By RUSSELL O. PRICKETT
Commercial Attache
U.S. Embassy, Belgrade

New possibilities in trade and investment are resulting from steps being taken to advance the Yugoslav economic reform. In order to stimulate their own producers to increased efficiency, the Yugoslavs are seeking increased exposure to Western business practices and international market forces.

In the past, Yugoslav exporters have only been forced to compete with foreign producers for sales abroad; now the increased liberalization of imports since Jan. 1 is bringing the cold wind of foreign competition into the domestic market as well.

The increased availability of foreign currency has resulted in widespread sales increases of imported farm machinery, household appliances and utensils, automobiles, textiles, and a variety of industrial and consumer goods.

With such goods available, and his basic needs met, the Yugoslav consumer is becoming much more exacting in his demands on domestic producers, and stocks of unwanted goods have begun to pile up in factory warehouses. These manufacturers have been told they must price their goods to move or write them off; the Government will no longer subsidize production of goods that are not in demand.

Best possibilities

The best possibilities for expanding American sales to Yugoslavia continue to be in providing capital goods and equipment for the modernization of industries in which the Yugoslavs are or expect to become competitive producers for the world market. Tourism, agriculture and food production, non-ferrous metals, petroleum and petrochemicals have been publicly designated as areas for priority development, along with the basic economic facilities needed for transport and electric power production.

Direct business contacts confirm the opportunities in these areas. The U.S. Exhibition of Equipment and Seminar for the Tourist Industry—TOUREX '67—to be held in Belgrade Sept. 28-Oct. 4 has already attracted the strong interest of the hotel and catering industry. Also, $30 million worth of foreign exchange credits have been authorized to develop Yugoslavia's tourist facilities during 1967 and 1968.

Business activity at the Novi Sad Agricultural Fair surpassed last year's high level. Record 1966 grain harvests and agricultural exports, particularly of corn, provide the financial support for a major program of agricultural modernization. One expert has estimated that 10,000 tractors are needed now to replace obsolescent equipment and to meet new needs.

A mission of 24 Yugoslav agriculturists to the United States this month is seeking complete lines of equipment for raising and harvesting wheat, corn, sugar beets and forage crops. The mission is also seeking new seed varieties, particularly for fruits and vegetables for industrial production, as well as technical and managerial know-how.

Auto market expanding

Automobile imports are increasing, and domestic production is to be stepped up as well. The annual International Motor Vehicles Exhibition in Belgrade was the most successful to date, with a record number of foreign exhibitors selling nearly all the vehicles displayed. The market for automobiles, parts, servicing facilities and equipment in Yugoslavia can be expected to expand rapidly in coming months.

American firms are stepping up their sales activities in Yugoslavia, and these efforts are paying off. While it cannot be over-emphasized that the Yugoslav market, which is neither state nor private, requires a high degree of patience and resourcefulness on the part of the seller, this extra effort is justified in many areas.

The recent U.S.-sponsored Trade Mission of the Minneapolis Chamber of Commerce uncovered many substantial sales and licensing opportunities for agricultural machinery, livestock feed supplements and packing equipment, mining, heavy construction and other motorized and industrial equipment. A State of Connecticut Mission also found opportunities in the areas of veterinary supplies, waterproof fabrics and building maintenance equipment.

The number of American and other foreign firms seeking some form of representation in the Yugoslav market to take advantage of such opportunities is increasing almost daily.

Jan. 1 was the effective date for several new laws and regulations allowing more flexibility in the conduct of foreign trade. Since that date, agent enterprises formerly limited solely to representing foreign firms have been allowed to conduct import and export operations as well, and most of the 46 businesses in this category have begun doing so for the products of at least some of their clients.

On the other hand, many importer-exporters and even manufacturers are now representing foreign companies, a function formerly reserved to the 46 specialized agencies.

The question of seeking a representative in Yugoslavia, formerly a limited and relatively simple matter, is now much more complex and at the same time offers much wider possibilities.

An American firm, for example, may find its interests best represented in Yugoslavia by a manufacturer in his field that wishes to round out its own line with a more sophisticated Western product. Some such arrangements now also include licensed production of some of the Western client's goods, with the Yugoslav manufacturer selling all three in increasing order of sophistication: his own original manufactures, those he makes under license, and his foreign client's imported products.

In another case, an export-import enterprise with substantial service facilities and close relations with a number of purchasers may agree to represent one foreign firm to the exclusion of others in its line. Several of these new arrangements have been signed since the first of the year and others are in preparation.

Foreign capital investment

Even as foreign firms take advantage of newly liberalized imports and new possibilities for representation in Yugoslavia to increase their sales here, attention is focused on legal provisions now nearing completion to attract the investment of foreign public and private capital in Yugoslav enterprises.

With exposure to foreign competition increasing, it has become clear that the Yugoslav economy will require new sources of capital, technology and business know-how to develop satisfactorily at home and to compete effectively on the world market.

Yugoslav businessmen and government officials have sought to interest foreign investors in various form of participation in the past, but most proposals have reached an impasse between the investor's normal demands for participation in profits and managerial control through ownership, and Yugoslavia's constitutional provision of social ownership and workers' self-management of the means of production.

Can hold up to 50%

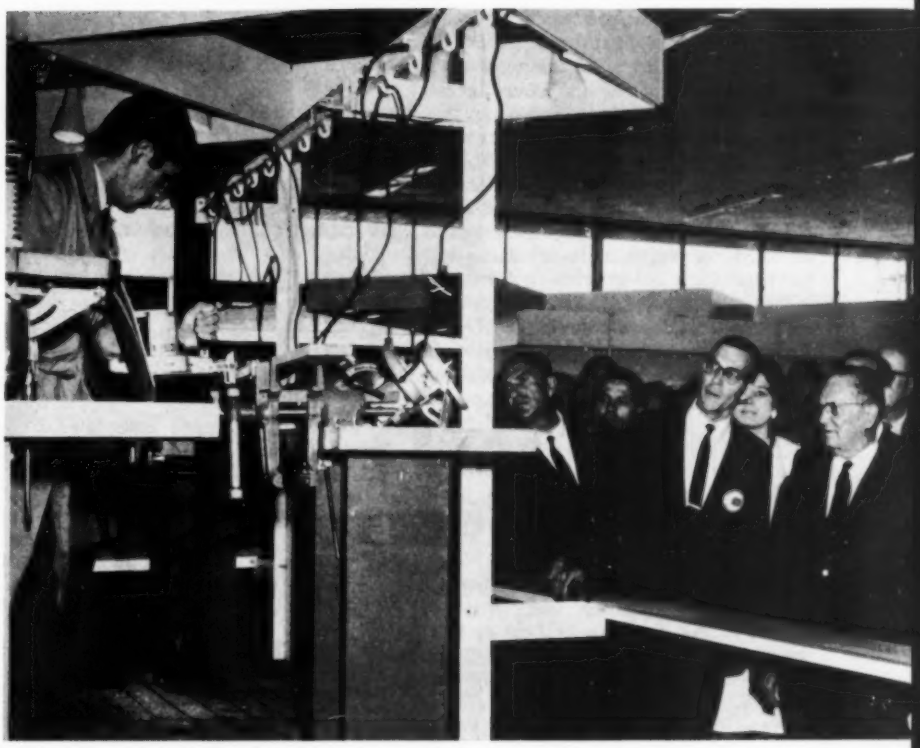
Legislation now being readied for passage will square the circle, according to Yugoslav authorities, allowing foreign investors to share in profits and management without compromising Yugoslavia's form of socialism. Under the new law a foreign company will be able to invest up to 50% in joint business activity with a Yugoslav enterprise, on the basis of a partnership agreement spelling out its right to participate in the management and share in the profits of the joint undertaking.

While the foreign investor will not be allowed to "buy in" to ownership of Yugoslav enterprise (this would violate "social ownership" of the means of production), the inviolability of his investment from nationalization or expropriation, as well as the transferability of profits, will be guaranteed by the Yugoslav Government.

On the management side, a special business committee representing both partners on the basis of parity will govern joint business activity under a delegation of powers from both sides under the contract. The self-governing bodies (workers councils) of the Yugoslav enterprises will thus be allowed to accept certain specific limitations on their autonomy when questions involving the joint business are involved.

Although foreign firms will not be represented within Yugoslav enterprises, they may receive an equal voice in management on the joint committee, which gets its authority from the basic agreement or contract between the partners.

These joint contractual arrangements are expected to be highly flexible and may cover financing, use of technology, business and production management, export marketing and many other activities. A single arrangement might evolve in the course of its operations to include a broader or narrower scope of activity than when it began. A jointly-financed and managed production operation, for example, might expand into research and third-country sales.



U.S. WOODCUTTING DEMONSTRATION drew the attention of Yugoslav President Tito at the Belgrade Technical Fair in May. Increased availability of foreign currency has boosted sales of consumer goods.

If, later on, the foreign partner elected to sell out its share of the production facilities, the management, research and marketing activities could continue to operate on a joint basis.

Depending upon the individual contract, the investments by the foreign partner may consist of foreign exchange, equipment, material inventories, patent rights, technical services, know-how, or any valuable contribution. His share of the profits might be computed in one of several ways; either a percentage of export sales or total turnover, or of total profits, before or after allocation of workers' earnings.

In this area, the contract will provide for access by the foreign partner to information (such as ledgers and accounts) from the domestic enterprise necessary to determine income and profits.

Repatriation of profits will be governed by the foreign exchange laws and regulations. A special tax on profits will be exclusively federal in character, to provide uniformity and predictability of investment conditions, and will provide special treatment for profits reinvested in Yugoslavia. This will be the only tax payable by foreign industry.

The foreign partner's rights in a Yugoslav enterprise will be transferable, contingent upon the consent and right of first refusal by the Yugoslav enterprise. Disputes between the partners will be governed by Yugoslav law, or if specified by contract, international or foreign arbitration. A model document, providing non-compulsory guidance on the points to be covered, may be prepared for the benefit of Yugoslav enterprises contemplating arrangements with foreign capital.

Government review

A Federal Government body will pass upon the competence of Yugoslav enterprises to enter agreements involving foreign capital and review individual contracts, under guidance from the Federal Assembly concerning the total amount of foreign capital in Yugoslavia and its direction toward particular target areas.

These are the terms under which Yugoslavia will become the first Marxist state to welcome private capital investment from abroad. Domestic critics have expressed concern that workers' self-management, Yugoslavia's unique contribution to socialism, might be endangered,

or that workers' income might be subordinated to foreign investors' profits.

Others have expressed disappointment that mixed companies and direct investment have been ruled out, and doubt that any significant amount of foreign capital can be attracted without some form of equity ownership. Official statements have provided reassurance on these points, stressing the benefits to be gained in terms of technical and managerial competence.

The actual volume of foreign investment will be relatively modest, according to the Federal Secretary of Finance, in proportion to the gains in technology and managerial knowledge that are expected to result. It will therefore be neither the threat imagined by some critics nor the solution to all of Yugoslavia's investment problems, as some proponents have seemed to regard it.

What to expect

What can the would-be foreign investor expect? The legislation itself may be passed by the Assembly in June or July; the complete package, with implementing regulations, is expected by the end of 1967. It is apparently intended to provide as little legislative restriction as possible on the form that investment agreements may take; guidance will be worked out and experience gained on a case-by-case basis.

Whatever limitations the final legislation may contain, two big plusses will have been achieved: misgivings have been overcome, and the atmosphere is now favorable; foreign capital, once an athema, will now have the official welcome of the Yugoslav Government.

The designation of a definite body with authority to review and render a decision on investment proposals will fix responsibility on this point, making it clear where such proposals should be brought for a "yes or no" answer, and providing specific authority to give approval in a proper case. On the basis of these new factors alone, some past proposals, which seemed to meet legal requirements but failed to gain approval somewhere along the line, now appear to have greatly improved chances for success.

The months to come hold many critical tests for Yugoslavia's economic reform, particularly for enterprises that have trouble competing under the new conditions. The Government has served notice, however, that there will be no turning back from the course of liberalization which has been begun, and that the cure for the growing pains which may result will be sought in more, not less, contact with foreign economies.

Thailand electric power study now available to U.S. business

AID special committee report offers complete prospectus of Southeast Asian country's power construction needs

"Thailand Electric Power Study, December 1966," a 454 page appraisal of that country's electric power plans and needs, is now available to interested U.S. firms from the U.S. Agency for International Development.

A specially convened team, headed by James S. Moulton, vice-consultant and president-director of Pacific Gas Transmission Co., prepared the extensive document for the Agency.

In its findings the team recommended the following: early construction of hydroelectric projects, fossil fuel steam electric and gas turbine plants. This recommendation emphasized the need for immediate authorization of such plants and transmission facilities if this program, scheduled for completion by 1971, is to be realized with a minimum of risk; rural electrification service be extended to some 100,000 homes in the northeast and other areas of Thailand as the money becomes available, with the proviso that grants or long-term, low interest rate loans be obtained to meet initial construction costs; storage and release of water for irrigation, flood and salinity control, and priority for navigation in conflicting hydroelectric use; all electricity authorities be consolidated in a single unit with rights to issue securities, including sale to private investors; and simplification of rates and standardization of materials, construction drawings and methods, wiring standards and administrative procedures, as well as adopting the metric system.

With Thailand's electricity requirements predicted to reach 90mv by 1970 and to double this figure in the following five years, the report deals heavily with the subject of capital outlay.

The team estimates that expenditures for production, transmission and transmission substations phases will be $454-million for 1966-1975 and will climb to $494-million for the following decade. In addition, the construction phases for these two ten year periods will total more than $152-million and $233-million respectively.

Presently the power generating capacity of Thailand, excluding privately owned individual and commercial plants, is made up of approximately 30% hydroelectric, 45% steam and 25% diesel sources. The major hydroelectric source is at the Yanhee Dam (140mw), with lesser amounts at Nam Pong (6mw) in northeast Thailand.

Most of the country's thermal steam capacity is located at North Bangkok (150mw) with lignite burning plants at Mae Moh (12.5mw) and Krabi (40 mw). In contrast the country's diesel capacity (113mw) is scattered among approximately 360 plants, the largest one being 4376 kw. A number of privately owned deisel plants contribute approximately 13mw to the total national capacity.

Many potential hydro projects were investigated but sufficient information needed to test their engineering and financial feasibility was not available for use. At the present time extensive hydroelectrical, geographical and design studies need to be conducted before an adequate evaluation can be made.

Of the three projects recommended for construction by the team, the Nan Project is the most expensive. This construction, to be composed of power facilities and substations, will have an estimated cost of more than $75-million. Although construction of the three 80 mw unit project will not start until the necessary funds are available and loan negotiations are underway, preliminary surveys, and minor road and camp construction are already in progress.

Another of the proposed facilities, the Kang Rieng Project, is to have a dam 85 meters in height with a powerhouse containing four or five 30mw units. Added to the total estimated cost of nearly $24-million will be an additional $1.3-million for transmission.

The Pattani Project is the last of the planned sites and is to be larger than previous studies indicated. This construction, to have a storage dam for power generation and flood control purposes, is now expected to cost approximately $25-million. This figure includes $4-million for land purchases and $1-million for clearing the reservoir area.

To meet the needs of this proposed system, thermal power will be used to

fulfill that portion of the load requirement necessary for isolation and emergency services which is not supplied by either hydro or diesel power. It has been further recommended that all plans for new thermal plants make provision for only oil burning, as this will be the primary source of fuel until such time as nuclear generation becomes feasible.

Based on all exploratory work done to this date, Thailand's indigenous fuel sources have been found to be quite limited. Coal deposits are largely lower grade lignites which require on-site use to justify their recovery, while oil production is limited to very small pumping and refining operations in the northern part of the country.

Possible recovery of oil from oil shale in the Moh Sod and Lee areas and of lignite in the latter area appears to be economically unfavorable at this time. Both exploratory and actual recovery work has proceeded to the point where reserves at the lignite fields of Krabi and Mae Moh are considered "proven" and those of the other fields have been given a "probable" or "speculative" classification.

The study suggests that a 230 kv transmission line from Nam Ngum to Bangkok is necessary as is the enlarging of the conductors now proposed for use between Udorn and Nam Ngum. Also, another line called for between Bangkok and Korat by 1972-1973, is to have a voltage of 230 kv, 345 kv, or 500 kv, depending upon the power then available from the Mekong River developments.

Added to these proposals, three additional 230/69 kv substations will be needed along with the three already in use and the one presently cited for the Bangkok area, as well as a double loop system to encircle the entire complex. The team also recommends that a 115 kv tie line be built between Anthong and Korat by 1967.

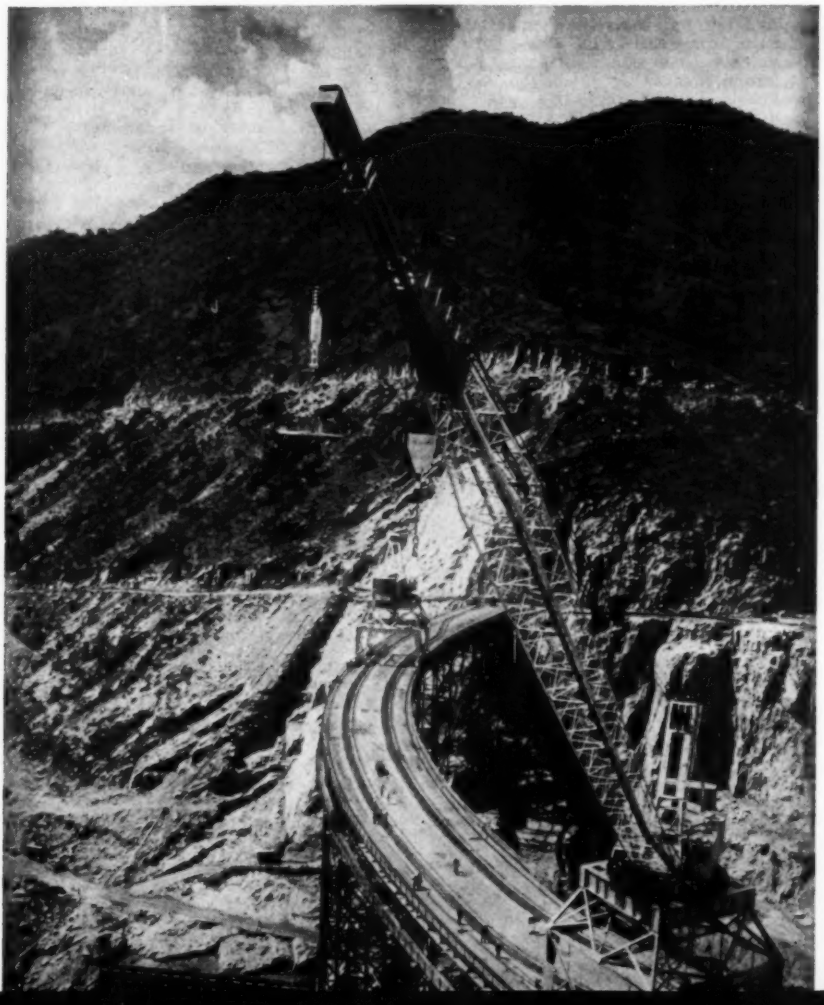
The power report further states that the land needed for this proposed construction should be made promptly available and that early attention be given to the acquisition of rights-of-way into the Bangkok area.

This recommendation is based on the belief that this new system will be required to carry eight to ten times the present power load within the next 20 years.

The "Industrialization" section of this report is expected to be of particular interest to U.S. businessmen as it specifically treats of major segments of Thailand's economy and offers pertinent suggestions for its development.

A limited number of copies of the report are available on five day loan from the Trade Opportunities Staff, BDSA-624, U.S. Dept. of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-4674).

YANHEE DAM, shown here while under construction, is now the country's major hydroelectric source.



Guatemala rescinds laws on traders' use of state's transport

Guatemala has rescinded Laws 444/468 which required most exports and all imports granted duty exonerations to be embarked or debarked through State-owned ports and to be transported in international commerce by Guatemalan national shipping or air services. (See INTERNATIONAL COMMERCE, May 16, 1966, p. 18).

At the same time, however, the Industrial Development Law, Decree No. 1317, was amended to provide, with various exceptions, that duty-exonerated imports under that law must be carried by State transportation entities and entered through State ports.

Interpretation will be required to define the full effect of the new law. Advance views as expressed in the press generally are that the national shipping line, Flomerca, although almost entirely owned by a Government institution, is not a State entity in its present form, and therefore would not benefit from the amendment of Decree No. 1317. Under this interpretation, there would be no State shipping line available for the implementation of the legislation as regards maritime transport. The national airline, Aviateca, however, is a State entity. The State-owned ports are Matias de Galvez and Champerico.

The movement of Guatemalan exports is completely freed as to port of embarkation and as to international carrier. This change probably will benefit the American-owned International Railways of Central America, which does not have a rail connection with the principal State-owned port of Matias de Galvez.

More Trade Lists ready

Greece, Italy now added to countries for which 'instant' compilation is available

Two more countries have just been added to those for which the Commerce Department's computer can produce 'instant' Trade Lists.

Such lists now are available for Greece and Italy, in addition to the 14 countries named when the new service was announced several weeks ago.

A Trade List provides names and addresses of companies dealing in a specific product category within one country, and shows relative size of each firm, individual products handled, territory covered and size of sales force.

The information is obtained from World Trade Directory reports—detailed summaries of the commercial activities, competence and reliability of specific foreign firms—prepared by U.S. Foreign Service Officers abroad.

14 originals

The 14 countries for which automated Trade Lists became available when the new service was announced are Belgium-Luxembourg, Netherlands, Germany, Denmark, Finland, Iceland, Norway, Sweden, Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua (see INTERNATIONAL COMMERCE, Mar 20, 1967, pp. 2-9, for titles available for each).

The addition of Greece and Italy provides 91 new Trade Lists. They are given below by order number and title; the number after the title shows about how many firm names the list contains. They may be purchased at $1 each from the U.S. Department of Commerce, BIC-916, Washington, D.C. 20230, or from any of the Department's Field Offices.

A check for the proper amount, payable to the Department of Commerce, or the requesting firm's Government Printing Office account number, must accompany each order.

Order lists by country and number.

GREECE

Order number	*Title*	*Number of names in list*
1	Commercial farms and farm and forestry products	69
2	Arms and ammunition	14
3	Food and kindred products	438
4	Tobacco and tobacco products	18
5	Textile mill products	212
6	Apparel and other finished products made from fabrics	92
7	Lumber and wood products, except furniture	60
8	Furniture and fixtures	14
9	Paper and allied products	105
10	Published and printed materials	53
11	Chemicals—industrial inorganic and organic	198
12	Plastics materials and synthetic resins; synthetic ruber; synthetics and other manmade fibers, except glass	160
13	Drugs	160
14	Soaps, detergents, and cleaning preparations; perfumes, cosmetics and other toilet preparations	106
15	Paints, varnishes, lacquers, enamels and allied products; gum and wood chemicals	110
16	Agricultural chemicals: miscellaneous chemical products	120
17	Petroleum and petroleum products	49
18	Rubber and miscellaneous plastics products	184
19	Leather and leather products	53
20	Stone, clay and glass products	112
21	Primary metals and metal products—nonferrous	133
22	Fabricated metal products, except ordnance, machinery and transportation equipment	184
23	Machinery, non-electrical engines and turbines	83
24	Farm machinery and equipment	81
25	Construction, mining, and materials handling equipment	128
26	Metalworking machinery and equipment	109
27	Special industry machinery, except metalworking machinery	174
28	General industrial machinery and equipment	112
29	Office, computing, and accounting machines	48
30	Service industry machines	135
31	Electric transmission and distributor equipment	77
32	Electrical industrial apparatus	97
33	Household appliances	150
34	Electric lighting and wiring equipment	58
35	Electronic equipment for home entertainment; phonograph records and tapes	56
36	Communication equipment	89
37	Electronic components and accessories; miscellaneous electrical machinery, equipment and supplies	111
38	Transportation equipment	145
39	Professional, scientific, and controlling instruments; photographic and optical goods; watches and clocks	185
40	Jewelry, silverware and plated ware; musical instruments; toys, amusement, sporting and athletic goods; office and artists' materials, costume jewelry; miscellaneous manufactures	81

ITALY

Order number	*Title*	*Number of names in list*
1	Commercial farms and fisheries and farm and forestry products	138
2	Arms and ammunitions	42
3	Meat and dairy products	230
4	Canned, preserved and frozen foods	237
5	Grain mill and bakery products	220
6	Sugar, confectionery, and beverages	180
7	Oils (animal, fish and vegetable); coffee	

HUNDREDS OF FIRMS IN MILAN, commercial center of Italy, are among those named in new Trade Lists.

IMPORTANCE OF BUSINESS TRAVEL BETWEEN U.K. AND U.S. was emphasized when John Davies (r.), Director-General of the Confederation of British Industry, became the first person in Britain to receive the new "valid indefinitely" visa for travel to the United States. Since receiving the visa from U.S. Ambassador David K. E. Bruce, (l.), Mr. Davies, who is the chief executive officer of Britain's principal business association, has made a business tour of the U.S., visiting five major cities coast to coast.

and specialty foods, 230
8—Tobacco and tobacco products, 25
9—Broad woven fabrics (cotton, synthetics and wool); narrow woven fabrics, 309
10—Knitting mill products; dyeing and finishing textiles; carpets and rugs, 156
11—Yarns and threads; miscellaneous textiles, 303
12—Men's, youths' and boys' clothing and furnishings, 113
13—Women's, misses', children's, and infants' apparel; hats, caps and millinery, 150
14—Fur goods; miscellaneous apparel and accessories, 91
15—Miscellaneous fabricated textile products (curtains and draperies, house furnishings, bags, canvas products and apparel findings), 112
16—Lumber and wood products, except furniture, 222
17—Furniture and fixtures, 157
18—Paper and allied products, 256
19—Published and printed materials, 183
20—Chemicals—industrial inorganic and organic, 413
21—Plastics materials and synthetic resins and rubber, synthetic and other manmade fiibers, except glass, 313
22—Drugs, 353
23—Soaps, detergents and cleaning preparations; perfumes, cosmetics, and other toilet preparations, 118
24—Paints, varnishes and allied products; gum and wood chemicals, 92
25—Agricultural chemicals, 60
26—Miscellaneous chemical products, glue and gelatin, printing ink, carbon black, salt, fatty acids, fireworks, and other chemical preparations, 88
27—Petroleum and petroleum products, 107
28—Rubber and miscellaneous plastics products, 329
29—Leather and leather products, 164
30—Stone, clay, and glass products, 253
31—Primary metals and metal products, 336
32—Fabricated metal products, except ordnance, machinery and transportation equipment, 423
33—Machinery, non-electrical; engines and turbines, 142
34—Machinery, non-electrical; farm machinery and equipment, 141
35—Machinery, non-electrical; construction, mining, and materials handling machinery and equipment, 233
36—Machinery, non-electrical; metalworking machinery and equipment, 288
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38—Machinery, non-electrical; general industrial machinery and equipment, 313
39—Office, computing and accounting machines, 39
40—Service industry machines; miscellaneous machinery, except electrical, 175
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42—Electrical machinery; electrical industrial apparatus, 221
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47—Transportation equipment, 235
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49—Photographic equipment and supplies; watches and clocks; jewelry, silverware and plated ware, 87
50—Musical instruments and parts; toys, amusement, sporting and athletic goods, 82
51—Office and artists' materials; costume jewelry; miscellaneous notions, brooms; brushes; beauty and barber shop equipment and supplies and others, 104

AID, new African bank cooperate on first loan

Kenya gets funds to construct road linking E. African capitals

The United States, in its first multilateral arrangement with the African Development Bank, will assist in financing the improvement of two roads in Kenya.

The ADB already has approved a $3 million loan to the Government of Kenya to help finance the reconstruction and bituminization of two road links which form part of the major highway connecting the three East African capitals of Dar es Salaam, Nairobi, and Kampala.

The U.S. loan of $3.6 million, authorized by the Agency for International Development, will finance all of the U.S. and part of the local costs of construction and supervisory engineering for the project. The Government of Kenya is providing the balance of the project costs.

One of the roads to be improved runs 84 miles from the Athi River near Nairobi to Namanga, a town on the Tanzanian border. This road serves tourist traffic which moves to and from game reserves in southern Kenya and northern Tanzania. These areas include Masai Amboseli and Tsavo game reserves in Kenya; and the Ngorongoro, Lake Manyara, Serengeti, and Kilimanjaro areas of northern Tanzania.

The second section involves 73 miles of highway stretching from Leseru, above Eldoret in the Rift Valley, to Malaba on the Uganda border. This road is expected to assist trade between Kenya and Uganda, almost all of which passes by rail through the Leseru-Malaba corridor.

After this project and the World Bank-financed road projects in Tanzania are completed, there will be a continuous, all-weather, paved road between the three capitals.

AID authorized a Phase I loan on May 31, 1966 for $140,000 to finance U.S. costs of preparing final plans, specifications and bid documents for the project to be carried out by the U.S. engineering firm of Tippets-Abbett-McCarthy-Stratton. The same firm will provide all necessary supervisory engineering services for the project.

U.S. helps finance two plants in Korea

Loans to generate sales of U.S. services, goods

The United States will lend foreign aid funds to Korea to help build two plants, one for water treatment and one for a 200-megawatt thermal generating station.

The Yongnam thermal generating station will be built by the Korea Electric Co. at the Ulsan City industrial complex on Korea's southeastern coast. The U.S. Agency for International Development will provide a $17.5 million loan to finance U.S. engineering services and equipment for the first generating unit at the site.

U.S. services and materials to be financed by the loan include a steam boiler, condensing equipment, electric switchgear, and transformers. A turbine generator will be financed by other free world sources. Local construction costs of the plant—equivalent to $6.9 million—are to be financed from the power company's own resources and a loan from the Korea Reconstruction Bank.

Under the terms of the AID loan, common facilities will be provided at the Ulsan City site for the addition of two or more similar units planned for future construction. West German sources have agreed to finance the second unit. The installations will include storage and pumping facilities for bunker-C oil which is expected to be supplied by pipeline from the Korea Oil Company's nearby refinery.

Water treatment plant

A $3 million AID loan will finance about half the costs of the water treatment plant. The project also includes extension of intake, transmission and distribution lines. Potable water will be provided to the 626,000 residents of greater Inchon City, Korea's second largest seaport.

The AID loan will finance the foreign exchange costs of engineering and consulting services, a water distribution improvement survey, management and accounting services and training, and the procurement of materials and equipment from the United States.

With a capacity for processing 100,000 metric tons of water daily, more than twice the existing capacity, the new plant is expected to satisfy the needs of industrial consumers and other residents of the rapidly growing seaport area until 1977. The growth of industries in the Inchon area has greatly increased water consumption in the last few years, and the trend is expected to continue at an accelerated pace.

It will take about four years to construct the plant.

The loans will be repaid by the Government of Korea over a 40-year period, including a grace period of ten years.

U.S. firm invests in India steel plant

American and Indian companies will establish a plant in India to manufacture castings and rolls to be used in steelmaking, with assistance from the Agency for International Development.

AID has guaranteed a long-term $800,000 loan by the Pittsburgh National Bank, Pittsburgh, Pa., to the Globe-United Engineering and Foundry Co., Ltd., which will build a $6 million plant near Delhi.

The Globe-United plant will be the first in India devoted exclusively to the manufacture of iron and steel rolls and castings. The rolls (rollers) are used in steelmaking and other manufacturing processes to press out flat or shaped products.

Steel demand increasing

The company was formed by the United Engineering and Foundry Co., Pittsburgh, Pa., and Globe Motors and Associates Ltd., of India. Its products will help meet India's increasing demand for steel.

In addition to the guaranty, AID is providing a local currency loan equivalent to $2.2 million to the company for the purchase of goods and services in India. This loan, from funds generated by sales of Food for Freedom commodities, is to be repaid in 12 years, including a four-year grace period on the repayment of principal.

The AID extended risk guaranty provides "all risk" protection on 75% of the Pittsburgh bank's loan, which will be used to purchase equipment not available in India. Such guaranties apply to commercial or credit risks as well as political risks.

Commerce continues short supply export controls for copper

Sets new quantitative quotas for period July 1-Aug. 31 on copper content products

Short supply export controls currently in effect for copper and related products will be continued with one modification, the Department of Commerce announced.

The present unsettled supply-demand situation has necessitated a change in quotas. New quantitative quotas, equal to one-third of the present six-month quotas have been established for the two-month period July 1 through Aug. 31.

The quotas for copper content products in short tons are: Copper scrap, 5,500; refined copper of domestic origin, 8,330; copper-base, alloy ingots, 330; and semi-fabricated copper products and master alloys of copper, 3,000.

Closed, open-end quotas

The closed quota (embargo) remains in effect for ores, concentrates, matte and blister copper, and the open-end quota (no quantitative restrictions) remains in effect for the other copper products presently requiring validated licenses.

Applications for licenses to export semi-fabricated copper products and master alloys of copper are not subject to time schedules and may be submitted at any time.

Historical exporters must file license applications with the Office of Export Control not later than Aug. 15. Non-historical exporters must file by July 31.

The Commerce Department will review the situation early in August to determine the appropriate level of controls for the remaining months of the year.

Certifications from Spain available on hair imports

The Office of Foreign Assets Control, Treasury Department, announces that certificates of origin are available on processed human hair (wigs, etc.) from Spain. This commodity may be imported into the United States directly, or on a through bill of lading.

Pakistan plant venture open

U.S. firm asked to supply machinery, equipment

A Karachi firm of manufacturers' representatives for foreign producers of boilers, turbo-generators and electric power equipment proposes a joint venture to establish a tin-plate plant, utilizing an electrolytic process.

Sought of an experienced U.S. firm is $500,000 in the form of U.S. machinery and equipment, plus technical know-how. The Pakistani company would contribute approximately $2 million and the new enterprise would reportedly receive a loan of around $1.6 million from the Pakistani Industrial Credit and Investment Corporation.

The plant, reported to be the first of its kind in Pakistan, would be located in Karachi. Utilizing imported base metals and tin ingots, together with domestic chemicals, the facility would produce 60,000 tons of tin-plate annually based on three eight-hour shifts. For the first three years all production would be distributed in the domestic market. The plate would be sold to producers of oils, fuel, paints, and food products, many of whom are located in the Karachi area.

The Government of Pakistan will reportedly allow the firm a tax holiday for a two-year period.

Interested U.S. firms can obtain further information about this opportunity by contacting: Bandenawaz Ltd., Oriental Building, McLeod Rd., P.O. Box 4792, Karachi 2, Pakistan. WTD.

Austrian pharmaceutical firm seeks license to broaden line

Located in Linz, a city in upper Austria, this pharmaceutical manufacturer seeks to broaden its product line through a licensing agreement with a U.S. firm.

The Austrian company is interested in making such products as antibiotics and antihistamines. It does not want to produce vitamin preparations.

Established in 1947, the Linz firm produces tonics and related specialties. It also operates a laboratory in Vienna and a subsidiary in Switzerland. Of its 13 traveling salesmen, 11 are said to be graduate physicians. In addition to its manufacturing activities, the firm is the exclusive Austrian sales representative for two well known West German pharmaceutical companies.

For more information contact Laevosan-Gesellschaft, Chemisch-pharmazeutische Industrie, Frank & Dr. Freudl, Frankstrasse 2, A-4021 Linz, Upper Austria. WTD.

Uganda finance unit asks U.S. company to aid farm plan

The Development Finance Corp. of Uganda (DFCU) seeks a U.S. firm to participate in the proposed expansion of an agricultural estate corporation, which exports fresh vegetables to U.K. markets.

Requested of a U.S. investor is $112,000 to be used in the development of an additional 70 acres of land and the installation of a permanent water supply system.

The estate consists of 693 acres of which 291 are held on a lease basis. Reportedly, about 160 acres are devoted to profitable coffee production. Approximately 90 acres have been cleared and prepared for vegetable production with around 40 acres under crop at any one time.

From November to June, the corporation airfreights up to 30 tons a week of such vegetables as capsicums and courgettes to the U.K. The proposed expansion would enable the corporation to increase weekly shipments to 60 tons. It is said that these vegetables are enjoying an expanding market and due to their high quality command a premium price. Plans call for diversifying into the raising of French beans and aubergines.

According to the DFCU, the agricultural project has suffered losses in its two years of operation. Part of these losses are attributed to initial development and research costs. In addition, during the current season a severe drought seriously hampered irrigation facilities.

U.S. firms interested in obtaining additional information about the proposed expansion of the Buganda Investment Corp. Estates Ltd. should **write:** Development Finance Corp. of Uganda, P.O. Box 2767, Kampala, Uganda.

Uganda firm wants U.S. participant in store venture

To permit needed expansion, a Kampala, Uganda firm is interested in negotiating a joint venture with a U.S. company experienced in department store operations. The Kampala firm offers 49% equity or a negotiated interest in the project in return for around $200,000 financial participation plus the provision of technical and administrative know-how.

Merchandise handled by the Kampala company includes wholesale and retail sales of high and medium quality crockery, glassware, kitchenware, household linens, sports goods, office furniture and quality specialities. The firm is agent for several well known lines of U.S. and British silverware, glassware and aluminumware. According to its managing director, sales rose from $196,000 in 1964/65 to $252,000 in 1966. Potential is estimated at $420,000. Paid up capital in the enterprise is $280,000.

Expansion plans call for a multi-story building comprising the department store, shops, storage space, rental office space and adequate parking space. Permission to erect the building has been given and the first phase of construction is about ready to begin. Location is in an existing shopping complex in the downtown shopping area, surrounded by government and commercial offices and residential apartments.

The Kampala firm's managing director may be able to visit the United States to discuss the project in detail with U.S. companies who evince a keen interest in the venture when responding to this announcement.

Write: Universal Domesticware Ltd., P.O. Box 926, Kampala, Uganda, Attention: Mr. S. D. Khosla, Managing Director. WTD.

British producer suggests hydraulic units venture

A manufacturer of hydraulic units for companies engaged in the hydraulic mining industry seeks a joint venture to produce hydraulic components and units.

For further details **write:** Rutter Tools Ltd., Curriers Close, Charter Ave., Coventry, England. WTD.

Nigerian textile firm seeks partner

Government has 20% equity in company at Kano

Established in Kano in 1950 and currently employing around 400, a Northern Nigerian textile firm proposes a joint venture in order to provide capital for expansion. An investment of approximately $335,000 is asked of a U.S. firm in return for equity. Of this amount, $56,000 would permit construction of a new weaving shed and dyeing room. The balance would cover the estimated cost of procuring such machinery and equipment as 60 automatic looms, one high speed slasher, one dyeing range, one automatic winder and one automatic knotter.

Manufacture of cotton textiles is reported to be the largest industry in Northern Nigeria, with ten plants now operating and expansion underway in at least two. The Kano firm is a limited company entirely Nigerian owned. The Northern Nigeria Development Corp., an official regional government investment company, holds a 20% equity in the firm. Sales volume is around $800,000 a year.

Present operations involve the use of 120 non-automatic looms operated on a three-shift basis. Annual plant capacity is 1.5 million yards, mainly cotton drill and bedford cords. A large proportion of the company's sales consists of government contracts for cloth used in school uniforms and army clothing.

The Kano firm has imported yarn for its operations from the United Arab Republic but, under the planned expansion, the establishment of a spinning department would permit use of less expensive local raw material.

To obtain complete details of this proposal, **write:** Kano Citizens Trading Co. Ltd., Masaka Mills, Gwamaja, P.M.B. 3024, Kano, Northern Nigeria.

Arrangement with U.S. firm sought by Swedish trader

A Goteborg trading company, specializing in the distribution of pathological and histological instruments and supplies seeks licenses or similar agreements with U.S. firms.

The Swedish company wants to manufacture pathological and histological instruments and paper and plastic disposable products for hospitals. It also is interested in the assembly and distribution of scientific instruments.

Established in 1954, the firm claims to be the leader in its field in Sweden. Its market also includes Norway and Denmark, where branch offices have recently been established. The firm plans further extension of its sales territory in Europe. It also is planning on moving its operations to new premises and would use U.S. equipment in the production of the proposed products.

Write: Bethlehem Trading AB, Grona Gatan 31, Goteborg V, Goteborg, Sweden. WTD.

Brazilian edible oil maker seeks venture

Located in an industrial city near Sao Paulo, this manufacturer of edible oils from peanuts, cotton seed and corn seeks a joint venture to expand operations. The Brazilian company also produces animal feeds, powdered and bar soap, and pharmaceutical and explosive glycerine.

A U.S. investor is offered up to 50% equity in the enterprise, which has current assets estimated at $1.2 million. The Brazilian company says potential U.S. partners need not be experts in the edible oil business. It is reported that all raw materials needed to increase production are easily available and no new machinery is required.

Utilizing its modern facilities, the Brazilian concern produces 900 tons of edible oils and animal feed meals, 360 tons of soap in both bar and powder form and 50 tons of pharmaceutical and explosive glycerine per month. The company is operating, however, at a third of its production capacity, due to insufficient working capital. It claims its present gross annual sales of approximately $1.5 million could be increased to about $5 million, if additional operating capital could be obtained.

The Brazilian concern distributes its products in the greater Sao Paulo area, which has a population of around 7 million. Demand is said to be steadily increasing in this market for products of the type produced by the firm.

To obtain complete details contact: Consiglio S.A. Industria e Comercio e Oleos Vegetais, Rua Naval 155, Caixa Postal 15 (Rudge Ramos) Sao Bernardo do Campo, SP, Brazil. Attention: Mr. Mildo Consiglio. WTD.

Building ventures in Nicaragua open

The operator of a Managua casket and funeral supply firm proposes a joint venture in a middle-income housing development on his 200-acre tract near Mercedes airport, located a few miles from the center of Managua. A WTD on Mr. Jose Maria Eva, the property owner, is available.

Another joint venture entailing the construction of a commercial building designed to house about ten stores is proposed by Mr. Alberto Aguero, the owner of a site in Managua's central business district. Mr. Aguero operates a small loan agency and is willing to grant up to 60% ownership in the contemplated building. A WTD on Mr. Aguero is available.

A Nicaraguan lawyer has been authorized by these two Nicaraguan businessmen to negotiate with U.S. firms interested in following up their proposals. The lawyer also represents interests willing to dispose of a 4,800-acre cattle ranch bordering partly on Lake Granada. To obtain complete details, **write:** Dr. Roberto M. Hooker, P.O. Box 123, Managua, Nicaragua.

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

Four British firms look for agreements with U.S. companies

Four British firms seek licensing agreements to make products related to their current fields of activity. Their interests range from control valves and allied equipment, steel products, machinery manufacturing, construction, road building and materials handling equipment to industrial finishing equipment and air-conditioning apparatus.

To obtain additional information about these opportunities, interested U.S. firms should correspond directly with the British manufacturers.

• A manufacturer of industrial control valves seeks to expand its range of products through a licensing agreement with a U.S. concern.

The British firm is particularly interested in the manufacture and distribution in the U.K. of control valves and allied equipment for use on steam, gas, air and water in the chemical and petrochemical industries and processing operations utilizing steam. The concern's product line includes thermostatic steam traps, automatic air eliminators and flow control, safety, and stop valves.

Write: Midland Industries Ltd., Heath Town Works, Wolverhampton, Staffordshire, England. WTD.

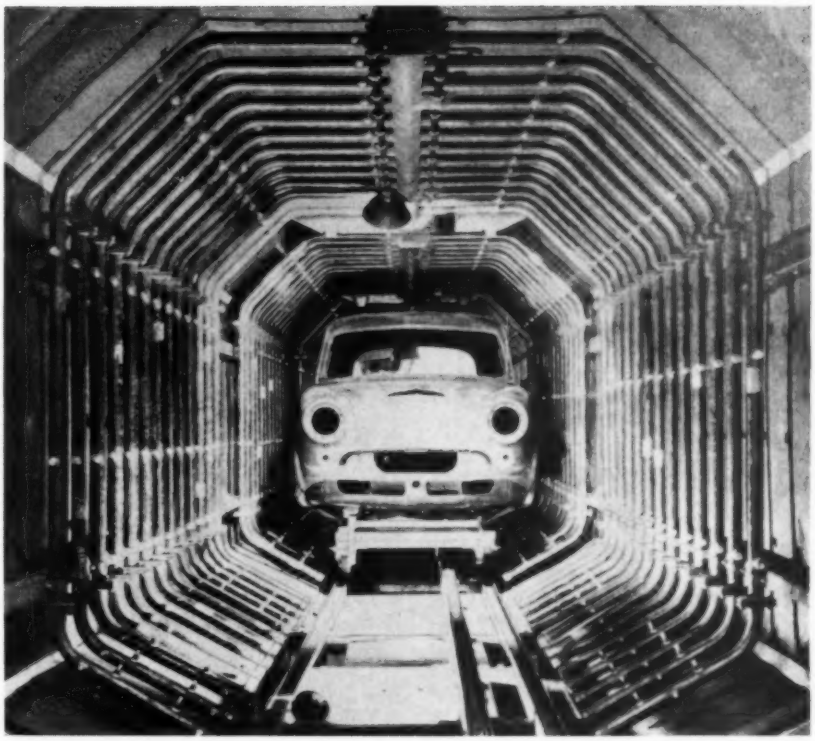
• This firm, specializing in the fabrication of steel, aluminum and stainless steel products for the petroleum, chemical, mechanical handling, gas and aircraft industries, seeks licensing or similar agreements with U.S. companies.

The British company would be interested in the manufacture of pressure vessels, heat exchangers, burners and fully automated equipment for the processing of chemical and organic fertilizers.

Its plant, located on a 55,000 square-foot site, covers 32,000 square feet. Facilities are available for press work up to 200 tons, welding, plate and bar shearing, and powder cutting of stainless steels. Machining equipment includes center lathes, milling machines, surface grinders and a full range or radial, pillar and bench drills. The firm has about 150 employees and a subsidiary company engaged in the manufacture of metal garage doors.

Write: Cardale Engineering Co. Ltd., Selbourne Rd., Luton, Bedfordshire, England. WTD.

• Established in 1946, this machinery manufacturer seeks to diversify and expand its operations through licensing agreements with U.S. companies.



LICENSING AGREEMENTS WITH U.S. FIRMS to make related products are sought by Drysys, a British firm specializing in industrial finishing equipment. This Drysys installation is at Austin Motor Co.

Presently engaged in the production of coal mining equipment, the British company also has experience in the design and manufacture of wool textile finishing and sheepskin processing machinery. It wants to make advanced equipment for the wool, carpet, leather, fur and sheepskin industries. The firm is also interested in the manufacture of construction, road building and materials handling equipment.

The British concern has the facilities to handle all forms of general engineering work in the light to medium category. It is prepared to obtain any additional machine tools and other equipment that would be necessary in the production of machinery under license. The firm has about 175 employees, plus a small sales organization.

Write: Wultex Machine Co. Ltd., Progress Works, Ivy St. East, Aspley, Huddersfield, England. WTD.

• Specializing in the production of industrial finishing equipment, printing machinery and industrial air-conditioning apparatus, this company seeks licenses to make related products falling within its range of activities.

The British firm has considerable experience and know-how in the fields of thermal engineering, metal finishing, coil coating, air conditioning and printing. It is equipped to produce structural and sheet steel ducting and refrigeration equipment, insulated panels, ovens and drying machinery and paint spraying equipment. Reportedly, it is making continuous metal coil coating equipment under a licensing agreement with a U.S. firm.

As a subsidiary of a large English organization, the concern has substantial marketing contacts throughout the U.K., Europe and other countries.

Write: Drysys Equipment Ltd., 266 Abbeydale Rd., Wembley, Middlesex, England. WTD.

Dutch commercial packager of foods seeks arrangement

A recently established Rotterdam company, specializing in commercial packaging of foods, chemicals and other products seeks some form of contractual arrangement with U.S. manufacturers of bulk goods in these fields.

The Dutch firm would package these products for further distribution throughout western Europe. The company is also interested in the processing and packaging of semi-finished goods. To provide

these services, the concern operates a completely new plant utilizing modern packaging machinery, located near Rotterdam. It claims a sufficient labor supply is available. The Dutch company would also consider a joint venture with a U.S. firm to package products for military use.

For further details **write:** Contipack N.V., 242B Mathenesserlaan, Rotterdam -3, The Netherlands. Attention: Mr. George R. M. Basten Batenburg.

Bombay firm seeks partner for major fisheries venture

A joint venture with an experienced U.S. fishing and fish processing firm to establish major fishing and fish processing facilities on India's western seaboard is proposed by the largest privately owned shipping company in India. It is also that country's fifth largest private firm.

Financial participation and technical assistance in return for equity is sought from a U.S. collaborator in the venture. Total cost of the project is estimated at $14 million of which about $5.5 million would be in the form of equity shared equally between the Indian and U.S. joint-venture partners, with the balance to be raised through foreign exchange loans from such sources as the World Bank.

Initial planning calls for the establishment of a deep sea fishing complex including factory, ships and trawlers plus shore based processing facilities. The fishing vessels would operate not only inshore but principally in the 40-fathom contour of the continental shelf of the western coast of India.

Proposing the venture is The Scindia Steam Navigation Co. Ltd., Scindia House, Dougall Rd., Ballard Estate, Bombay 1, India. The firm's joint chief executive, Mr. R. A. Patel, will visit the United States in early July for about two weeks and will be prepared to discuss details of the venture with interested firms.

U.S. fishing and fish processing companies interested in learning further details of the proposal and wishing to arrange an appointment with Mr. Patel in July should **write:** U.S. Department of Commerce, Bureau of International Commerce, Office of International Investment, code 878, Washington, D.C. 20230, Attention Mr. R. Roberts; or telephone area code 202-WO 7-4065. WTD.

European concerns seek U.S. licensees

Manufacturers in Sweden, The Netherlands, France and Austria are seeking U.S. licensees to produce and distribute their products for the U.S. market. Products offered are a folding paperboard shoe box, a line of hermetic sealing, sliding doors, hydraulic engines and radial piston motors and a TV swivel chair.

For additional details concerning these products and the names and addresses of the manufacturers, write the Office of International Investment, code 874, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate file number assigned each opportunity described below.

- A Swedish manufacturer of paperboard boxes seeks a U.S. licensee to produce its folding, paperboard shoe box. According to the manufacturer, the box can be assembled as quickly by hand as a manually operated machine can set up a stapled, riveted or glued box. It is reported that a large Swedish importer of shoes has used these boxes for some time with good results. **File 1509.**
- A license to produce its patented slow-speed hydraulic engines and radial piston hydraulic motors is offered by a French firm. The engines and motors have been designed for a wide variety of industrial applications, including use with construction machinery, hoisting equipment, cranes and printing machinery. **File 1510.**
- A license to manufacture its line of hermetic sealing sliding doors is offered a U.S. company by an established Dutch manufacturer. Reportedly of excellent design, construction, and quality, the doors can be used for all kinds of industrial purposes, particularly in cooling or freezing operations.

According to the manufacturer, its revolutionary door has these advantages: the door can be opened and closed with one hand movement, by minimum exertion; will not remain ajar after improper closing, but will seal itself automatically; no rail or other structure is necessary underneath the door so that the floor can be smooth; hermetic sealing of the door is guaranteed.

The Dutch concern also produces two types of overhead rail structures for use with its doors. A U.S. firm could either manufacture the complete unit or only the doors without the overhead rail structures. In this case, the Dutch company would furnish the U.S. licensee with the rail sections. The Dutch manufacturer states it has already sold about 30 of these doors in the U.S. and other countries. **File 1511.**

- An Austrian architect seeks a U.S. licensee to manufacture his patented TV swivel chair which can be produced with or without a foldaway foot rest.

The chair reportedly remains firmly on the floor even in the case of extreme swiveling motion. According to the inventor, the overall design of the springs allows the chair to compensate for various kinds of weight stresses. The seat and back rest areas adapt themselves to the shape of the body. In addition, construction of the chair permits both up and down and back and forth swiveling. The architect claims the chair is so solid that it does not vibrate under light motions. **File 1477-R.**

Three Dutch firms interested in making U.S. equipment

Three Dutch companies are interested in licenses from U.S. firms to manufacture products related to their field.

- A major Amsterdam shipbuilding company, engaged in the construction of boilers and other equipment for the oil, petrochemical, and chemical industries, seeks licenses to make other products in this field.

The Dutch company is experienced in the production of diesel engines, turbines and drilling platforms for the natural gas and nuclear industry. Manufacturing facilities include machine, boiler and plate metal shops, plus a boring and milling department and a foundry. The firm is presently manufacturing turbogenerators under a licensing agreement with a U.S. company.

Write: The Netherlands Dock and Shipbuilding Co., Klaprozenweg, Amsterdam, The Netherlands. WTD.

- A license to manufacture dry packaging machinery, especially for filling, closing and sealing all types of containers, and packing and wrapping equipment is sought by this firm. The products would be distributed throughout Europe and other areas.

The Dutch company produces garbage vans and machinery for the tobacco industry. It occupies a new plant with about 17,000 sq. yds. of production space, plus 3,600 sq. yds. for offices. Approximately 75% of total 1966 production was exported.

Write: Arenco—P.M.B.N.V., 5 Kanaaldijk, or P.O. Box 34, Best (Eindhoven), The Netherlands. Attention: Mr. J. M. Matthijsen. WTD.

• A well established manufacturer of high quality metal scrap processing machinery and heavy mobile cranes seeks a license or similar arrangement with a U.S. firm.

The Dutch concern is interested in the production of medium to heavy duty scrap automotive vehicle and other types of ferrous and nonferrous scrap metal baking presses and hydraulic and mechanical metal scrap shears. It can provide the necessary labor, sales organization, maintenance, repair and other facilities to undertake manufacture of this additional equipment. Its 7,200 sq. yd. plant can be expanded to 13,500 sq. yd. if necessary. The firm also has smaller workshops with floor space of 400 sq. yd. available.

Write: Machinefabriek M. Bronneberg N.V., 15 Haagse Beemdweg, Helmond, The Netherlands. WTD.

Two German firms request licenses to make electric appliances, air conditioners

Two German firms are interested in U.S. licenses to make air-conditioning equipment and electric household appliances.

• Licenses to produce all types of electric household appliances, preferably those made of stainless steel, are sought by a manufacturer of automatic and semi-automatic washing machines, irons and stainless steel parts.

The German firm's facilities include a large plant equipped with modern machinery, a steel mill and warehouses. It has approximately 350 employees and reports 1966 sales of $12.5 million. Reportedly, one of the concern's major customers is a large German mail order house. The German company is well established on the markets of countries in the EEC and EFTA.

To obtain further details **write:** August Lepper, Maschinen- und Apparatebau GmbH, Lohfelda Strasse, 534 Bad Nornef/Rhein, Germany. WTD.

• Established in 1872, a steel construction company and fabricator of structural metal products seeks a licensing arrangement with a U.S. firm.

The German concern is interested in manufacturing industrial air-conditioning and ventilating equipment, particularly for installation in plants built by the firm.

With approximately 500 employees, the German company has annual sales of around $5.5 million.

For additional information **write:** Donges Stahlbau GmbH, 6100 Darmstadt, Mainzerstrasse 55, Germany. WTD.

Four French firms seek U.S. licenses

Four French firms seek U.S. licenses for the production of new speed reducers and variable speed belts, chemicals, synthetic rubber, diversified metal products and machinery.

Additional information can be obtained about these opportunities by interested U.S. firms by writing directly to the French companies.

• A license to manufacture newly developed speed reducers and variable speed belts is sought by a Paris producer of worm gear speed reducers, friction clutches, rated horsepower clutches and integral helical geared speed reducers. Established in 1882 and employing approximately 130 persons, the French company reports annual sales of around $1 million.

Write: Engins Mecaniques SEGOR, 74 avenue du Docteur Arnold Netter, Paris, France. Attention: M. Pierre Strobel. WTD.

• Etablished in 1962, this manufacturer of water treatment chemicals and ion-exchange resins seeks licenses from U.S. firms.

The French company wants to make adhesives, sealants, industrial paints, varnishes and anti-corrosion chemicals, synthetic rubber, additives and perfumes and non-woven tissues. The firm would consider importing these products from the U.S.

It is reported that the French firm's plant, situated about 70 miles northeast of Paris at Chauny, has around 200 employees.

Write: Dia-Prosim S.A., 107 rue Edith Cavell, 94-Vitry-sur-Seine, France. WTD.

• Located at Dunkerque, this well established firm engaged in ship repairing and the manufacture of marine engine spare parts, boilers, and rolled and welded piping seeks licensing agreements with U.S. companies.

The French concern is interested in the production of metal building elements, diversified metal products and machinery. It reportedly maintains five floating dry docks at Dunkerque, where its piping, mechanical and structural departments are equipped to undertake any work required by ships calling at that port.

Founded in 1920, the company is capitalized at $364,600 and claims annual sales of over $2 million. It has approximately 400 employees.

Write: Beliard, Crighton & Cie, 27 rue Taitbout, Paris 9, France. Attention: Mr. J. G. Bacholle. WTD.

• This Paris firm specializing in the production, installation and distribution of fuel gratings and furnaces seeks licensing arrangements with U.S. companies.

The French concern is interested in the production of boiler burners, direct action gas regulators and pressure reducers for domestic users and small industry. It has about 50 employees and claims annual sales of $1 million. The Paris firm, which also sells materials handling equipment, presently represents a U.S. and British manufacturer.

Write: Societe Fama, 54 rue de Londres, Paris 8, France. WTD.

Belgian offers equity for mineral wool license

With a Belgian business group supplying some capital and an industrial site, and financial assistance from the Province of Liege and the Belgian Government, a Belgian businessman seeks a license from an experienced U.S. manufacturer to make mineral wool. Also asked of the U.S. firm is technical know-how and possibly machinery and equipment. In return, the U.S. firm would be granted equity in the enterprise including representation on the Board of Directors.

Site of the proposed venture is Boncelles in the Province of Liege. Industrial buildings with an area of 20,734 square meters are available and include a 30 kva. power transformer station, several shops, offices and garages, all reported to be in excellent condition. The site is in the center of metalworking industries and only a few kilometers from blast furnaces producing slag. According to the Belgian businessman, mineral wool production in Belgium offers excellent possibilities, there being no other plant in Belgium.

The Belgian entrepreneur may be visiting the U.S. soon to discuss details of the proposal with firms who respond to this announcement. **Write:** Mr. Gerard Delruelle, 2 rue du Stade, Foret-Trooz, Belgium.

Belgian food producer proposes joint venture

A manufacturer of dry biscuits, waffles, and confectionery products seeks a joint venture with a U.S. firm. To obtain additional details **write:** Vrancaert Freres S.P.R.L., 15 Hogerheistraat, Ramsdonk (Kapelle-op-den-Bos), Belgium. Attention: Mr. Raymond Vrancaert.

World Trade Opportunities Continued to page 46

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

201 Meat products

NETHERLANDS—Frozen variety meat products, offals. Peter C. van Es, (meat brokerage), 38 Beatrixlaan, Soest. WTD 8/22/66.

TRINIDAD, W.I.—Pickled meats. R. Narine (manufacturers' representative, importer, produce dealer), 12 & 14 Faure St., Port of Spain. WTDR 6/6/67.

203 Canning, preserving foods

FRANCE—Canned crab meat, shrimps, lobster; canned salmon, other sea foods. Direct purchase and agency. Requests replies in French. Beyne Freres, Ets. (canners, wholesalers, importers, exporters), 24-Eymet, Dordogne. WTD 12/23/66.

Canned pink salmon; tunny fish, pilchards; canned pineapples in syrup. Direct purchase and agency. Merle & Cie., S.A. (importers, wholesalers), 39 Rue de la Devise; 33-Bordeaux, Gironde. WTD 12/6/66.

TRINIDAD, W.I.—Carrots, celery, lettuce, beetroot, apples, grapes, cabbage. R. Narine (manufacturers' representative, importer, produce dealer), 12 & 14 Faure St., Port of Spain. WTDR 6/6/67.

204 Grain mill products

NETHERLANDS—Mineral, vegetable feed additives. Joba N.V. (importer), 117 Rokin, Amsterdam. WTD 5/31/67.

208 Beverage industries

NETHERLANDS—Food flavors, extracts. H. Buter, Essencefabriek Old Holland N.V. (importer, manufacturer), 12-18 Nieuwendammerdijk, Amsterdam. WTD 5/31/67.

Ivory Coast wants bids on land clearing project

The Govt. of the Ivory Coast is calling for bids for the preparation of 3,050 hectares of land for the purpose of planting three lots, one of 1,000; one of 900 and one of 1,150 hectares each of coconut palms and also for the preparation of 4,000 hectares of land for the purpose of planting oil palms (one lot of 4,000 hectares). Each candidate may submit for an individual lot or for the whole project.

Bid deadline is Aug. 2, by registered mail, and declaration of intent to bid, in two copies, must be submitted by registered mail one month before this date accompanied by the following information: certificate of nationality of the enterprise; principal technical and financial reference, of which obligatorily: the charter of the company; personnel organization, with the qualification and references of the principal agents who will take active part in the direction of the project; analogous projects executed during the past five years with the name of the director of each project; balance sheets for the past three years and the names of banks able to guarantee the enterprise.

One copy of the bid documents (entirely in French) is available for review at the U.S. Dept. of Commerce, Rm. 4014 and one copy (also in French) is available on a loan basis from the Building Materials & Construction Industries Div., BDSA, U.S. Dept. of Commerce, Rm. 4014, Washington, D.C. 20230. (Telephone: WO 7-4272). Tender documents may also be consulted at: Embassy of the Ivory Coast, 2424 Massachusetts Ave., Washington, D.C. 23008. Bids may be submitted in English or French.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

209 Food preparations

IRAN—Semi-refined vegetable oil. Shaya Co., Ltd. (importers), Keyvan Bldg., 2nd flr., Corner Varzadeh St., Tehran. WTD 6/6/67.

NETHERLANDS—Crude linseed oil. N. V. Verkoopmaatschappij "Het Hart" en "De Zwaan", v/h Adrian Honig (importer, manufacturer), 60 Verrijn Stuartweg, Diemen. WTD 5/24/67.

221 Broad woven fabric mills, cotton

NETHERLANDS—Piece goods. Direct purchase and agency. S.H. Reiss N.V., 35-39 St. Antoniesbreestraat, Amsterdam. WTD 2/21/67.

222 Broad woven fabric mills, manmade fiber, silk

NETHERLANDS—Piece goods. Direct purchase and agency. S.H. Reiss N.V. (importer,

Malaysia issues tender on tropo radio system

The Telecommunications Dept., Govt. of Malaysia, has issued a tender for the supply of Tropo Scatter System between Gunong Serapi (Sarawak) and Gunong Pulai (Johore).

Bid deadline is 10 a.m., Aug. 3.

Bids should offer a quadruple frequency and space diversity troposcatter radio bearer to carry a maximum of 48 fdm 4 Kc/s channels (or 64 fdm 3 Kc/s channels), between Gunong Pulai and Gunong Serapi. The system should be capable of expansion to double this capacity by adding a further radio bearer.

The tender should include all equipment and materials to enable the system to perform to specifications and should exclude the following: frequency division multiplex equipment; primary and standby power supply equipment which should be quoted separately; services of installation engineers, which should be quoted separately; test equipment which should be quoted separately; and spares which should be quoted separately.

Copies of tender announcement and specifications are available for M$50 from the Telecommunications Dept., Kwong Yik Bank Bldg., 6th Fl., Kuala Lumpur, or on a short-term loan basis to firms located in the U.S. from the Electronics Div., BDSA-658, Rm. 4125, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-2328.)

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sales agent), 35-39 St. Antoniesbreestraat, Amsterdam. WTD 2/21/67.

223 Broad woven fabric mills, wool

NETHERLANDS—Piece goods. Direct purchase and agency. S.H. Reiss N.V. (importer, sales agent), 35-39 St. Antoniesbreestraat, Amsterdam. WTD 2/21/67.

225 Knitting mills, products

NETHERLANDS—Ladies' outerwear. Direct purchase and agency. S. H. Reiss N.V. (importer, sales agent), 35-39 St. Antoniesbreestraat, Amsterdam. WTD 2/21/67.

229 Textile goods

TRINIDAD, W.I.—Leather and P.V.C. for making ladies shoes. Direct purchase and agency. B. H. Johnson & Co. (importer, agent), 27/31 Henry St., Port of Spain. WTD 4/67.

233 Women's, misses', juniors' outerwear

NETHERLANDS—Ladies' outerwear. Direct purchase and agency. S.H. Reiss N.V. (importer, sales agent), 35-39 St. Antoniesbreestraat, Amsterdam. WTD 2/21/67.

251 Household furniture

NETHERLANDS—Early American furniture, accessories. Direct purchase and agency. Intracent N.V. (i.o.) (sales agent), 14 Beekhuizenseweg, Velp. WTD 5/31/67.

261 Pulp mills, products

BRAZIL—Pulp and waste paper. Orema Industria e Comercio Ltda. (manufacturer), Caixa Postal 6173, Sao Paulo. WTD 5/67.

264 Converted paper, paperboard products

NETHERLANDS—Office supplies, stationery. Direct purchase and exclusive representation for Netherlands, other W. European countries. South West Agencies (importer, sales agent), 3 Noolseweg, Laren. WTD 2/21/67.

Novel type school supplies. O. Harris Import Company N.V. (importer), 28-34 Singel, Amsterdam. WTD 5/26/67.

SWITZERLAND—Office stationery supplies, packing materials, novelties, all kinds. Agency and direct purchase. Centraco SA (importer, distributor), 25 Confrerie, P.O. Box 1, 1008 Prilly. WTD in preparation.

276 Manifold business forms manufacturing

SWITZERLAND—Business forms, office stationery. Agency and direct purchase. Centraco SA (importer, distributor), 25 Confrerie, P.O. Box 1, 1008 Prilly. WTD in preparation.

281 Industrial chemicals

AUSTRALIA—Straas (paste) of high quality for manufacture of artificial gems. Direct purchase and agency. Manoussos Export-Import Co. (importer, exporter, agent), G.P.O. Box 2812, Sydney, N.S.W. WTD 6/67.

● **CEYLON**—Brake fluid, heavy duty hydraulic, conforming to SAE specification 70R3, 12,000 imperial gals., in five to six gal. steel containers (non-returnable). Bid deadline July 26. The Chairman, Tender Board, Ceylon Transport Board, 200 Kirula Rd., Colombo 5.★ (Telephone: 202-WO 7-2067).

282 Synthetic materials

FRANCE—Micro-crystalline wax, highest quality, pure, pale, and very hard; packed in 25-kilogram or 50-kilogram cartons. Direct purchase and agency. Distributorship services with storage facilities offered to U.S. refiners, exporters not as yet represented in France. Les Miels et Cires Dardennes (wholesaler), Boite Postale No. 3, 33—Salles, Gironde. WTD 12/22/66.

SWITZERLAND—Plastic materials used for industrial purposes, machine tools and machinery industries. Direct purchase and agency. Scherrer & Co. (export, agency, retail), Sallenbachstr. 5, 8055 Zurich. WTD 6/1/67.

283 Drugs

NETHERLANDS—Chemical, pharmaceutical raw materials. L.P.J. Holzhaus Import-Export (importer), 27 Nieuwe Prinsengracht, Amsterdam. WTD 6/1/67.

287 Agricultural chemicals

FRANCE—Granulated fertilizers; plant food and nutrients; agricultural chemicals. Direct purchase and agency. Requests replies in French, Spanish. Societe des Engrais du Midi Becherelli & Cie (manufacturer), 4 Rue de la Robine, 11—Narbonne. WTD 6/1/67.

291 Petroleum refining

● **GREECE**—Govt. of Greece requests quotations on various types lubricating oils. Quantities 950 metric tons. Tender No. 13/379/67, bid deadline 12.30 hrs., Friday, July 7. Kingdom of Greece, Ministry of Commerce, Direction General of Procurements, Section A, Office II, Athens.★ (Telephone: 202-WO 7-2355).

306 Fabricated rubber products

NETHERLANDS—Rubber O-rings, other types of rubber packings. Eriks N.V. (importer), 33 Voormeer, Alkmaar. WTD 5/31/67.

307 Plastics products

NETHERLANDS—PTFE (teflon) semi-manufactures and components, such as valves, fittings, joints, for water, steam, chemical purposes. Eriks N.V. (importer), 33 Voormeer, Alkmaar. WTD 5/31/67.

Plastic household goods, such as dinnerware, tableware and kitchenware, decorative plastic products, plastic florist's supplies and novelties. Direct purchase and exclusive agency for Netherlands, W. European countries, South West Agencies (importer, sales agent), 3 Noolseweg, Laren. WTD 2/21/67.

SWITZERLAND—Plastic office materials, smokers' articles. Agency and direct purchase. Centraco SA (importer, distributor), 25 Confrerie, P.O. Box 1, 1008 Prilly. WTD in preparation.

323 Glass products

TRINIDAD, W.I.—Decorative and plain table glassware. Direct purchase and agency. B. H. Johnson & Co. (importer, agent), 27/31 Henry St., Port of Spain. WTDR 4/67.

329 Abrasive, asbestos, nonmetallic mineral products

NETHERLANDS—Packing for hydraulic equipment. Eriks N.V. (importer), 33 Voormeer, Alkmaar. WTD 5/31/67.

331 Steel mill products

● **INDIA**—Wheel sets, meter gauge, 12 ton axle load, completely assembled with solid wheels and axles, suitable for plain bearings. Quantity required, 7,000 alt. 1., 8300 Alt. 2. Tender No. G.P. 44 of 1967, bid deadline July 10. Tender documents with complete set of drawings are available on payment of $5.00 approximately, including airmail charges from Mr. R. N. Mubayi, Dir., Railway Stores, Railway Board, Rail Bhawan, Raisina Rd., New Delhi.

● **IRAN**—Pipe, 20 to 60 mm. dia., 171 tons required. Tender No. 390/46, bid deadline Aug. 12 and Bars, 16 to 55 mm. dia., 98 tons required. Tender No. 369/46, bid deadline Aug. 13. State Railways, Maydane Rah-Ahan, Tehran.★ (Telephone: 202-WO 7-2363).

● 20,000 kilo. (approximately 20 long tons). ferromanganese, 75% minimum. Tender No. 368/46, bid deadline August 14. Ministry of Roads, Iranian State Railways, Maydane Rah-Ahan, Tehran. Copy of conditions may be reviewed in Room 4228, Iron & Steel Div., Dept. of Commerce. (Telephone: 202-WO 7-4686).

SWITZERLAND—Steel and non-ferrous metals for metalworking industry. Direct purchase and agency. Scherrer & Co. (exporter, retailer, agency), Sallenbachstrasse 5, 8055 Zurich. WTD 6/1/67.

● **THAILAND**—Wheels and axles, roller bearing type: 80 sets required. Tender No. 10213, bid deadline July 27; to be submitted with a deposit of $720. Tender forms together with drawings, specifications and special conditions of contract are available at the Procurement Section, State Railway of Thailand, Yod-Se, Bangkok at $2.50 per set.

344 Fabricated structural metal products

FRANCE—Cryogenic equipment, including production units, instruments, and accessories for gaseous and liquid oxygen, argon, compressed gas, and other categories of gases; gas-processing equipment; tanks and vessels; gas-cylinders, other categories of gas-storage and transportation units; high-pressure pumping systems, and related lines. Direct purchase and agency. Duffour & Igon (Etablissements) (manufacturers), B.P. 3084; Rue de l'Oasis; 31-Toulouse, Haute-Garonne. WTD 5/67.

349 Fabricated metal products

NETHERLANDS—Brass, stainless and other types of steel instrument valves. De Ridder & Co. N.V. (importer), P.L.W. 13 Amsterdamsestraatweg Naarden. WTD 6/2/67.

351 Engines, turbines

GREECE—Outboard motors. Requests cif-Piraeus price quotations. Yabanas-Gratsias & Co. (importer, distributor), 50 Third September St., Athens. WTD 3/29/67.

352 Farm machinery

● **SPAIN**—Rod weeders. Request brochures and other literature on rod weeders. Mr. Jose Montagut Aliart: Auto-Mecanica Albacetense, S. L.: Albacete, Spain.

TRINIDAD, W.I.—Agricultural machinery, equipment. Davidson-Arnott & Co., Ltd. (importers, wholesalers, retailers, commission merchants), 110 Henry St., Port of Spain. WTDR 5/8/67.

353 Construction, mining, materials handling machinery, equipment

● **GREECE**—Two full circle revolving locomotive cranes to be used in loading and unloading ships at dockside. Electric powered, lift capacity six tons. Tender number not supplied. Bid deadline July 6. Piraeus Port Authority (OLP), Technical Service, Mechanical Engineering Section, II Merachias and Akti Miaouli, Lykiardopoulou Bldg., Piraeus.★ (Telephone: 202-WO 7-5566.

NETHERLANDS—Forklift and pallet handling trucks. Direct purchase and agency. Van Wijk Technische Handelsonderneming (importer, sales agent, wholesaler), 52 Hontherststraat, Amsterdam. WTD 6/29/66.

● **THAILAND**—One crawler mounted diesel dragline, ⅝ cu. yd.; two crawler mounted diesel draglines, ¾ cu. yd.; two six-wheel tandem-drive motor graders. 115 h.p., diesel engine; one industrial wheel type tractor, 85 h.p. diesel; one double drum 60" x 60" sheepfoot roller; one pneumatic tired roller, pulled type, thirteen wheel, 30,000 lb. ballasted working weight; one canal sloping attachment to be used on D-6 caterpillar tractor (Towner or Briscoe or Equal); one low bed machinery hauling trailer, 25 ton capacity; seven motor trucks with 14 foot long platform bodies; four motor trucks, 4 cu. yd. rear dump bodies. Tender forms with specifications available from procurement section, Royal Irrigation Department, Samsen, Bangkok.★ (Telephone: 202-WO 7-5566).

354 Metalworking machinery

SWITZERLAND—New products in the field of machine tools, metal cutting types, accessories, parts, attachments for machine tools. Direct purchase and agency. Scherrer & Co. (export, agency, retail), Sallenbachstrasse 5, 8055 Zurich. WTD 6/1/67.

355 Special industry machinery

● **BURMA**—Design, supply and construction of insecticide plant, 2,400 metric tons of impregnated dusts annually. 500,000 imperial gals. of emulsion concentrates. Bid deadline 9/28/67, The Executive Director, Industrial Development Corp., 53 Pyidaungsu Yeiktha Rd., Rangoon.★ (Telephone: 202-WO 7-5585).

PORTUGAL—Paper napkin zigzag folding machines. Direct purchase and agency. Representacoes Alcota, S.A.R.L. (importer, wholesalers, distributors), Rua do Corpo Santo 6-2°, Lisbon 2. WTD in preparation.

SOUTH AFRICA—Machinery for manufacture of clothes pegs, pins. Peebee Enterprises (exporter), 20/28 Lindsay Rd., Port Elizabeth P. O. Box 13. WTD 6/2/67.

356 General industrial machinery

IRAN—Filters, allied equipment. Shaya Co. Ltd. (importers), Keyvan Bldg., 2nd flr. Corner Varzandeh St., Tehran. WTD 12/6/67.

● Air compressor 1,200 cu. me. per hr. capacity, with seven to nine A.T.M. pressures. Tender No. 4/46, bid deadline Aug. 15. Iranian State Railways, Maydane Rah-Ahan, Tehran.★ (Telephone: 202-WO 7-5585).

357 Office, computing, accounting machines

NETHERLANDS—Data handling equipment, such as low-cost general purpose digital computers, data transmission equipment, data logging equipment, analogue/hybrid computing equipment, digital control systems. Descriptive literature, price lists desired. Exclusive representation required. Groeneveld, Van der Poll & Co.'s Electrotechnische Fabriek N.V. (importer, wholesaler, exporter, manufacturer), P.O. Box 1188, Amsterdam. WTD 12/29/66.

SWITZERLAND—Office machines and devices, novelties, all kinds. Agency and direct purchase. Centraco SA (importer, distributor), 25 Confrerie, P.O. Box 1, 1008 Prilly. WTD in preparation.

358 Service industry machines

NETHERLANDS—Spray-evaporators for foodstuff industries. Descriptive literature requested. Exclusive representation requested. Fa. van Leeuwen Boomkamp & Co. (importer), 60 Singel, Amsterdam. WTD 6/1/67.

Accessories for use in hotel, restaurant, institutional kitchens. J. F. Quatfass N.V. (importer, distributor), 118 Weesperstraat, Diemen. WTD 5/26/67.

Water treatment equipment, water softening, filtering and purification machinery. Agency and direct purchase. Chemotherm AG (manufacturer, distributor), Spitalgasse 26, 3000 Bern. WTD in preparation.

Quality swimming pool equipment, all kinds. Bonnier Inter SA (importer, distributor), 6 rue Bellot, 1200 Geneva. WTD in preparation.

Water softeners and accessories, automatic valves. Filtro SA (importer, distributor), 5 route de Chene, 1207 Geneva. WTD in preparation.

TRINIDAD, W.I.—Refrigeration unit for storage of vegetables, fruits, 220 volts, 35° to 40°; measuring 13' x 13' x 13'. At ex-factory price. R. Narine (manufacturers' representatives, importer, produce dealer), 12 & 14 Faure St., Port of Spain. WTD 6/6/67.

359 Machinery

NETHERLANDS—Hydraulic hose. Eriks N.V. (importer), 33 Voormeer, Alkmaar. WTD 5/31/67.

361 Electric transmission, distribution equipment

● **INDIA**—Supply 750 heavy service connectors and plugs with 440 volt a.c. supply system. Tender No. NPO/1050/PR/E-1177/57628/Global, bid deadline July 20. The Chief Purchase Officer, Beas Purchase Organ., Talwara Township, District Hoshiarpur, Punjab.★ (Telephone: 202-WO 7-4241).

● Supply of 33 booster transformers to be connected to 25,000 volt traction OHE to reduce inductive interference in adjacent telecommunication circuits. Tender No. S.597 T. IBRE. 4053.G-67, bid deadline July 15. Controller of Stores, Central Railway Victoria Terminus, Bombay. Tender documents available from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. at a cost of $3.50 each. Fee non-refundable. Indian Supply Mission ref. D/ENG/2313.

A copy of the specification is available for review only, not loan, from the Power & Electrical Equipment Div., Rm. 4124, Main Commerce Bldg., Washington, D.C. 20230. (Telephone: 212-WO 7-4241).

NETHERLANDS—Phase meters, signal generators and oscillators, measuring bridges, delay lines, integrated circuits, logic circuits, reed relays, miniature relays, servos/synchros resolvers, helical potentic-meters, connectors. Descriptive literature, price lists requested. Exclusive representation required. Groeneveld, van der Poll & Co.'s Electrotechnische Fabriek N.V. (importer, wholesaler, exporter, manufacturer), P.O. Box 1188, Amsterdam. WTD 12/29/67.

● **THAILAND**—Supply of 50,000 kw. hour meters. single phase, two-wire 220 volts A.C. 50 cycle; 100,000 terminal adapters for use with above kw. hour meters. Tender No. MEA-PSD-076. bid deadline June 29. The Metropolitan Electricity Authority, Wat Lieb, Bangkok.★ (Telephone: 202-WO 7-2939).

362 Electrical industrial apparatus

AUSTRALIA—Pressure sensitive switches, complete or components, activated by water pressure; similar to those used to control fill level of washing machines, about 3" in dia-

meter, have normally opened and normally closed contacts, respond to water depths of from 2" to 15", and for use with 240 v. 10a current loads. Direct purchase and agency. Sparks Electrical (manufacturers), 3 Winston St., Asquith, N.S.W. WTD 8/66.

BRAZIL—Welding equipment, resistance type. Maquinas Simonek (manufacturer, importer), Avenida Rouxinol 293, Caixa Postal 30.065, Sao Paulo. WTD 5/67.

NETHERLANDS—Test and measuring instruments for laboratory use mainly, such as X-Y recorders, differential voltmeters, digital printers, microwave equipment, accessories, sweep generators, VLF generators, function generators. Descriptive literature, price lists requested. Exclusive representation required. Groeneveld, van der Poll & Co.'s Electrotechnische Fabriek N.V. (importer, wholesaler, exporter, manufacturer), P.O. Box 1188, Amsterdam. WTD 12/29/66.

Welding equipment, specialties. Hilarius' Draadindustrie en Handelmaatschappij N.V. (importing distributor), 4 Hendrik Figeeweg, Haarlem. WTD 6/1/67.

364 Electric lighting, wiring equipment

TRINIDAD, W.I.—Fluorescent fixtures, strip lighting. Direct purchase and agency. B. H. Johnson & Co. (importer, agent), 27/31 Henry St., Port of Spain. WTD 4/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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365 Radio, television receiving sets

GREECE—Television sets, home, and components. Requests information, prices. Direct purchase and agency. Ouyaroglou Bros. (importer, distributor), 6 Ioustinianou St., Thessaloniki. WTD 5/67.

NETHERLANDS—Complete line of high quality hi-fi stereo equipment and apparatus 220 V., 50 cycles, such as amplifiers, tuner amplifiers, magnetic dynamic cartridges, phonographs, tone arms, speakers. Descriptive literature, price lists requested. Direct purchase and agency. Technische Handelsonderneming Bakker & Kliffen N.V. (importer, sales agent, wholesaler), 71 Lauriergracht, Amsterdam. WTD 2/7/67.

366 Communications equipment

● **ECUADOR**—Supply of telephone system, paging system, fire alarms and wall clocks for installation in hospitals. Bid deadline July 11. Specifications and conditions may be obtained from the Secretaria del Departamento Medico, Edificio Antigua de Pensiones—50 Piso, Calle Flores 732, Quito, for $25. Additional $5 should be included to cover postage.

NETHERLANDS—Navigational electronic equipment, micro-wave communication equipment, other electronic transmitting, signaling, detection equipment and apparatus. Descriptive literature and price lists requested. Exclusive representation required. Groeneveld, van der Poll & Co.'s Electrotechnische Fabriek N.V. (importer, wholesaler, exporter, manufacturer), P.O. Box 1188, Amsterdam. WTD 12/29/66.

Radio receivers, transmitters, for amateur use. Montferland Electronics (importer), 64 Zetdamseweg, 's-Heerenberg. WTD 6/1/67.

367 Electronic components, accessories

IRELAND—Electronic valves, transistors, diodes, general electronic equipment. Direct purchase and agency. Neltronic, Ltd. (importing, distributor, manufacturer's agent), 9 Appian Way, Dublin 4. WTD 4/67.

NETHERLANDS—Complete line of television receiving type cathode ray guns. Montferland Electronics (importer), 64 Zetdamseweg, 's-Heerenberg. WTD 6/1/67.

369 Electrical machinery, equipment, supplies

NETHERLANDS—Electronic instruments, equipment for medical applications. Descriptive literature, price lists requested. Exclusive representation required. Groeneveld, van der Poll & Co.'s Electrotechnische Fabriek N.V. (importer, wholesaler, exporter, manufacturer), P.O. Box 1188, Amsterdam. WTD 12/29/66.

TRINIDAD, W.I.—X-Ray diagnostic equipment, accessories. Direct purchase and agency. Lloyd Lawrance Jorsling (importer, commission agent), 18 Elizabeth St., Port of Spain. WTD 5/23/67.

371 Motor vehicles, motor vehicle equipment

NETHERLANDS—Spare and/or replacement parts for heavy trucks, such as Mack, Autocar, Diamond T, and for Cummins diesel engines. N.V. Technisch Handels- & Adviesbureau Thalco (importer, distributor, exporter, agent), 66 Broekseweg, Meerkerk. WTD 6/67.

373 Shipbuilding, repairing

GREECE—Motor boats, plastic. CIF-Piraeus price quotations. Yabanas—Gratsias & Co. (importer, distributor), 50 Third September St., Athens. WTD 3/29/67.

381 Engineering, laboratory, scientific, research instruments

● **INDIA**—Supply of one freezing microtome, one tissue processing machine, one blood cell calculator, one flame photometer, two colorimeters one spectrophotometer, one densitometer, one protein meter, etc. Tender No. 5/M, bid deadline June 29. Controller of Stores, Bombay Port Trust, Mazagaon, Bombay 10.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Power supplies, lasers and related products, scintillators, accelerators analyzers, radiation monitoring equipment, navigational instruments. Descriptive literature, price lists requested. Exclusive representation required. Groeneveld, Van der Poll & Co. Electrotechnische Fabriek N.V. (importer, wholesaler, exporter, manufacturer), P.O. Box 1188, Amsterdam. WTD 12/29/66.

382 Instruments for measuring, controlling, indicating physical characteristics

● **KOREA**—Supply of level meters, frequency counters, crosstalk measuring sets, pulse measuring equipment, loose contact measuring sets, repeater measuring sets, etc. Tender No. KFX-7073-S, bid deadline July 15. Office of Supply, Govt. of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Viscosimeters, plunger and/or flow types, for laboratories, industrial firms, turbiditymeters. Exclusive representation required. Fa. van Leeuwen Boomkamp & Co. (importer), 60 Singel, Amsterdam. WTD 6/1/67.

Data logging equipment, distortion measuring equipment, mainly for laboratory use. Descriptive literature, price lists requested. Exclusive representation required. Groeneveld, Van der Poll & Co.'s Electrotechnische Fabriek N.V. (importer, wholesaler, exporter, manufacturer), P.O. Box 1188, Amsterdam. WTD 12/29/66.

383 Optical instruments, lenses

● **INDIA**—Supply of one operating microscope for otological work, one photo binocular microscope, one binocular microscope with dark ground condensors, one stereo-microscope, two ophthalmoscopes, one giantoscope, one binocular ophthalmoscope, one slit lamp, two cystoscopes, maintenance parts for the above. Tender No. 7/M, bid deadline July 6. Controller of Stores, Bombay Port Trust, Mazagaon Dock, Bombay 10.★ (Telephone: 202-WO 7-2939).

384 Surgical, medical, dental instruments

● **INDIA**—Supply of one set tympanoplasty instruments, one set stapedectomy instruments, one dental engine with hand piece, one set tuning forks without foot s.s., one dental unit with dental chair, four e.m.o. vaporiser with bellows, maintenance spare parts for above. Tender No. 8/M, bid deadline July 6. Controller of Stores, Bombay Port Trust, Mazagaon, Bombay 10.★ (Telephone: 202-WO 7-2939).

385 Ophthalmic goods

PORTUGAL—Sun glasses. Bernardo Garcia, Lda. (ophthalmic goods), Rua da Prata 247, Lisbon. WTD in preparation.

386 Photographic equipment

ITALY—Office photocopying equipment, sensitized paper for use therewith. U.M.I.—Ufficio Modello Italiano (distributor), Via Archimede 85, Milan. WTD 5/67.

NETHERLANDS—Audio visual equipment, for demonstration purposes at trade fairs, exhibitions, for training purposes. L.P.J. Holzhaus Import Export (importer), 27 Nieuwe Prinsengracht, Amsterdam. WTD 6/1/67.

387 Watches, clocks, parts

NETHERLANDS—Electric clocks and alarm clocks 220 V., 50 cycles; battery powered clocks. Descriptive literature, price lists requested. Exclusive representation required. N.V. Handelmaatschappij Modepa (importer, distributor), 147 Koninginneweg, Amsterdam. WTD 6/5/67.

394 Toys, amusement, sporting goods

FRANCE—Divers' equipment, accessories, and supplies for sport, submarine exploration, such as aqua-lung, scuba gear, snorkels, diving suits, tunics; safety outfits for underwater expeditions and research. Direct purchase and agency. Duffour & Igon (Etablissements) (manufacturers), B.P. 3084, Rue de l'Oasis; 31- Toulouse, Haute-Garonne. WTD 5/67.

NETHERLANDS—Toys and hobby kits; baby toys. Reijne & Zonen (importer), 43-63 Noorderhoofdstraat, Krommenie. WTD 6/5/67.

SWITZERLAND—Quality swimming pool accessories, novelties. Bonnier Inter SA (importer, distributor), 6 Rue Bellot, 1200 Geneva. WTD in preparation.

395 Pens, pencils, office, artists' materials

SWITZERLAND—Office materials, supplies, novelties, all kinds. Agency and direct purchase. Centraco SA (importer, distributor), 25 Confrerie, P.O. Box 1, 1008 Prilly. WTD in preparation.

399 Manufacturing industries

NETHERLANDS—Barber and beauty shop equipment, supplies. Direct purchase and agency. Houtkoop's Handelsonderneming (importer, sales agent), 239 N.V. Voorburgwal, Amsterdam. WTD 6/2/67.

504 Groceries

NETHERLANDS—Live and frozen eels. Joh. Kuijten N.V. (importer), 101 Ijdijk, Spaarndam. WTD 6/1/67.

505 Farm products, raw materials

NETHERLANDS—Raw salted cattlehides and calf skins; raw salted wooled sheep and lamb skins. Direct purchase and agency. D.L. van der Horst (commission agent), 5 Duinweg, Huizen. WTD 6/2/67.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

GREECE—Beans, lentils, hard wheat, yellow corn. Requests c.i.f. Piraeus price quotations. Dem. Parashos (sales agent), 44 University Ave., Athens 143. WTD 4/27/67.

209 Food preparations

GREECE—Soybean oil. Requests c.i.f. Piraeus price quotations. Dem. Parashos (sales agent), 44 University Ave., Athens 143. WTD 4/27/67.

221 Broad woven fabric mills, cotton

AUSTRALIA—Cotton fabrics for manufacture of children's, infants' wear. Roby Wear (manufacturer, agent, distributor, importer), 32 Mary St., Auburn, N.S.W. WTD 6/67.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRALIA—Silk and polyester fabrics for manufacture of children's, infants' wear. Roby Wear (manufacturer, agent, distributor, importer), 32 Mary St., Auburn, N.S.W. WTD 6/67.

225 Knitting mills, products

IRELAND—Hosiery and half hose. Bardiknit, Ltd. (manufacturer's agent), 112/113 Marlborough St., Dublin 1. WTD 3/67.

229 Textile goods

AUSTRALIA—Laces, machine made. Roby Wear (manufacturer, agent, distributor, importer), 32 Mary St., Auburn, N.S.W. WTD 6/67.

232 Men's, youths', boys' furnishings, work clothing

IRELAND—Men's tailored casuals, all types. Bardiknit, Ltd. (manufacturer's agent), 112/113 Marlborough St., Dublin 1. WTD 3/67.

233 Women's, misses', juniors' outerwear

IRELAND—Women's tailored casuals, all types. Bardiknit, Ltd. (manufacturer's agent), 112/113 Marlborough St., Dublin 1. WTD 3/67.

234 Women's, misses', children's, infants' under garments

AUSTRALIA—Children's, infants' wear. Roby Wear (manufacturer, agent, distributor, importer), 32 Mary St., Auburn, N.S.W. WTD 6/67.

235 Hats, caps, millinery

IRELAND—Hats, caps, millinery. Bardiknit, Ltd. (manufacturer's agent), 112/113 Marlborough St., Dublin 1. WTD 3/67.

236 Girls', children's, infants' outerwear

AUSTRALIA—Children's infants' wear. Roby Wear (manufacturer, agent, distributor, importer), 32 Mary St., Auburn, N.S.W. WTD 6/67.

238 Apparel, accessories

AUSTRALIA—Children's infants' wear. Roby Wear (manufacturer, agent, distributor, importer), 32 Mary St., Auburn, N.S.W. WTD 6/67.

281 Industrial chemicals

★★ **BRAZIL**—Paint, raw materials. Miguel Jose Kalk (agent), Av. Angelica 2601, apto. 123, Sao Paulo. WTD 5/67. TM-56

GREECE—Miscellaneous cyclic and acyclic chemical products. Requests replies with c.i.f.-Piraeus price quotations. Dr. Alice Deffner (sales agent), 16 Aghias Filotheis St., Athens 117. WTD 5/22/67.

SPAIN—Industrial chemicals in general. Requests replies in Spanish. Antonio Garcia Muelas (agency), Corredera Alta 3, Madrid 10. WTD 6/67.

283 Drugs

GREECE—Synthetic organic medicinal chemicals in bulk; botanical drugs in bulk; antibiotic preparations for human use; pharmaceutical raw materials in general. Requests replies with c.i.f.-Piraeus price quotations. Dr. Alice Deffner (sales agent), 16 Aghias Filotheis St., Athens 117. WTD 5/22/67.

349 Fabricated metal products

ITALY—Fittings for industrial hose tubing. Fitap-Flex, S.r.l. (distributor), Via G. Pezzotti 61, Milan. WTD 5/17/66.

Pneumatic controls, valves, cylinders. Ing. Giovanni Icardi (distributor), Piazza Morselli 1, Milan. WTD in preparation.

352 Farm machinery

ITALY—Hand and power sprayers, dusters. Ing. Giovanni Icardi (distributor), Piazza Morselli 1, Milan. WTD in preparation.

355 Special industry machinery

SPAIN—Machinery, equipment for chemical industry. Requests replies in Spanish. Antonio Garcia Muelas (agency), Corredera Alta 3, Madrid 10. WTD 6/67.

357 Office, computing, accounting machines

ITALY—Typewriters, punched tape adding machines, magnetic tape recording machines, optical readout with magnetic and punched tape recording systems for documents. Nebuloni & Picozzi di A.C. Picozzi (agent, importer), Via Turati 6/8, Milano. WTD 5/67.

399 Manufacturing industries

BELGIUM—Novelties, advertising gadgets, small gift ware. J. E. Bellens (agent, importer), 7 Rue Forgeur, Liege. WTD 4/25/67.

Ethiopia seeks bidders on school equipment, aids

The Ministry of Education & Fine Arts, Imperial Ethiopian Govt., P.O. Box 1367, Addis Ababa, seeks sealed bids for the following equipment: general secondary school physics, chemistry and biology equipment; geography teaching equipment; mathematics teaching aids; audio-visual aids; general secondary school industrial arts including woodwork, metalwork and electricity; agricultural tools; home economics and science equipment; commercial equipment; school clinic, library, sports and office equipment; musical instruments, Ethiopian and foreign.

Sealed bids should be marked "Supply of School Equipment I.D.A. Loan Project". Bid deadline is July 14. Bid bond in the penal sum of $4,000 is required, and successful bidders must post performance bonds of 15% of original contract. Tender documents can be purchased from the Ethiopian Govt. (see address above) for $4 plus postage.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases addi-
stages. Some may not reach completion as originally proposed. In such cases addi-
tional information is published as it is obtained.

ARGENTINA—The Argentine Government has announced **a national plan for beginning the transfer of state-owned radio stations to private hands, and, at the same time, significantly expand the number of radio and television broadcasting stations in the country.** The plan calls for the issuance of licenses for six new full-power radio stations, issuance of licenses for a number of private low-power stations, and the issuance of a call for bids for the granting of licenses for 23 new private television stations to be located in the interior of the country.

AUSTRALIA—A survey was started recently on the feasibility of building a naval base at Cockburn Sound on the West Australian coast south of Fremantle. Representatives of the consulting engineers engaged for the survey will have talks in Perth with officers of the Federal Works Dept. The study, expected to cost A$300,000 (US $336,000) will take about six months. It will cover such questions as the practicability of Cockburn Sound as a naval base and site and cost factors.

IVORY COAST—Reportedly **construction in Abidjan, Ivory Coast, of a Robert Trent Jones designed golf course is expected to get underway within two or three months and to be completed within six to eight months thereafter.** Firms interested in selling equipment for use on this course should contact: Marcent International, Pan American Bldg., 200 Park Ave., N.Y., N.Y.

MALAYSIA—It has been announced that **work on Sabah's biggest single irrigation project in Kota Belud will begin within the next two months.** The scheme, costing M$2.9 million (US$1=M$3.03) is aimed at supplying water to 10,000 acres of padi land with a view to double-croppings. An engineer from the Drainage & Irrigation Dept. in Kuala Lumpur is expected to arrive soon in Sabah to finalize the plans of the scheme. Initially, three new pump houses, costing nearly M$400,000 will be constructed in the area. Biggest among these will be the one on Sungei Gorang, which will be able to supply 36 million gals. of water a day to irrigate more than 3,000 acres of padi. The department is also undertaking to irrigate a further 400 acres of land planted with padi Ria and Malinja in the same area. It is envisaged that there will be double cropping in these 400 acres ultimately.

Another giant project of the department is the proposed M$1.3 million drainage schemes for the Kilas Oil Palm Scheme in Beaufort. When completed by the middle of 1968, a total of 8,000 acres will benefit from this scheme.

PAKISTAN—The Board of Directors of the National Steel of Pakistan Ltd. have unanimously decided at a recent meeting that **a fresh proposal for an integrated steel plant for Karachi, in conformity with the Government's latest decision, be submitted for further consideration.** This decision of the directors is being pursued and arrangements for the preparation of a fresh proposal are in hand.

The planners of the National Steel project propose to use imported scrap which is to be melted in electric arc furnaces, the power for the furnaces generated by plants to be built in conjunction with the mill. Continuous casting process machinery will be utilized for manufacture of slabs for flat products. In addition, considerable expenditure for utilities like railroad, water, power, gas lines, etc., outside the plant premises is also included in the project costs.

SWITZERLAND—The Emosson Hydro-Electric Works Co. Ltd. have decided to **build a big reservoir at Emosson, on the Franco-Swiss border, to the east of the Mont Blanc range.** The project, comprising a reservoir with two consecutive falls and a total capacity of 8,950 million cu. ft., 1,240 million of which will be reserved for the Swiss Federal Railways, will have an installed power through its turbines of 400,000 kw and product, in an average year, 634 million kwh, of which 565 million kwh will be stored power, adapted to consumption and almost entirely concentrated for the winter. This plant, which will be able to make good use of the night power of nuclear power stations thanks to its storage pumps and convert it into power for the day, will represent an invaluable addition to the nuclear power stations, in view of the fact that it will be used exclusively to produce power for peak use. The reservoir will take six years to build and the total cost is estimated at approximately S.Fr. 520 million (US $121 million). Emosson is company in which Motor Columbus Electrical Management Co., Ltd. at Baden (Switzerland) and Aar & Tessin Electricity Co. at Olten (Switzerland) each have a quarter share while the French Electricity Co. of Paris has the other 50%. The planning and supervision of the works are the responsibility of the enineering offices of Motor Columbus & the French Electricity Co. (OSEC).

THAILAND—A comprehensive study of Thailand's electric power needs and plans is available for review by interested U.S. firms (see pp. 30-31). Titled. "Thailand Electric Power Study, December 1966", the 454-page document was prepared by a specially convened team under contract to the U.S. Agency for International Development. The team chairman was James S. Moulton, vice-consultant and president-director, Pacific Gas Transmission Co.

A limited number of copies of the report are available on five day loan from the Trade Opportunities Staff, BDSA-624, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4674).

URUGUAY—Agreement was reached on **the construction of an international bridge between Fray Bentos (Uruguay) and Puerto Unzue (Argentina).** According to the agreement between the two countries, the cost of the bridge construction, estimated at $15 million, will be shared. Funds for the construction will be obtained from direct contributions from each of the countries and by the issuance of bonds subscribed to by each country and ultimately retired from the collection of user tolls.

Korea releases tender on diesel engine tester

Korea is offering a tender for the supply of one diesel engine tester with piston, spare parts and tools; also centrifuge; paint container assemblies; fume hood unit; bench lathe; accelerometer; dc-ac inverter; welding torch; projector; short arc welder; dosimeter and penetrometer; potentiometer and galvanometer; and about 50 additional related accessories and test equipment.

The tender number is KFX-7070-S, and the bid deadline is July 11. Bids should be submitted to the Office of Supply, Govt. of the Republic of Korea, Seoul.

Tender documents are available on loan to firms located in the United States from the Scientific, Photographic & Business Equipment Div., BDSA-666, Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

Pakistan needs supplies for transmission works

The Govt. of Pakistan is inviting bids for the supply of pipes, bolts, nuts, plug valves, needle valves, flanges, blind flanges, gaskets, seamless welding fittings, forged steel screwed fittings, branch welding fittings and coating materials for gas transmission and distribution network.

Deadline for bidding is June 21 and U.S. firms may obtain copies of the tender documents from the Pakistan Embassy in Washington for approximately $21.00. Bid deadline might possibly be extended.

Turkey calls for bids on communication needs

The Govt. of Turkey is seeking bids for the supply of five sea coast pharos, in accordance with the following specifications. The main operation will be by the electric net current of 220 v.; it must have an auxiliary device working automatically in the same way by accumulator or acetylene in case of failure of the current or the bulb; it must have an appliance to switch on and off automatically the pharos under the influence of the light and dark; it must have a complete control dashboard assuring the working with the main current and with the auxiliary current.

Deadline for bidding is July 4, and further information may be obtained from: Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul, (Materials Purchasing Dept.—Turkish Maritime Bank).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—J. Paine, Mgr., Byrne & Davidson Pty. Ltd. will be visiting New York from July 4-7 inclusively, and **seeks contact with U.S. manufacturers of hospital equipment, such as vacuum sterilizers, food serving trolleys, insulated liquid oxygen storage vessels, solid processing equipment such as double cone blenders, continuous blenders, heat exchangers used by the chemical and petrochemical industries.** Interested companies may contact Frank Rule, Official Representative, New South Wales Centre, 680 5th Ave., New York, N.Y. 10019, quoting reference D.2033.

AUSTRALIA—Nicholas Aboud, Mgr. Dir., Buckingham's Ltd., 69 Oxford St., Sydney, N.S.W., **interested in purchase of sheets, towels, ladies' sportswear, apparel generally.** June 23 via Los Angeles for two weeks. Itinerary: 6/23-29 Los Angeles c/o Beverly Hilton Hotel or Sabah of California, 4509 Dundee Dr., 6/30-7/7 New York c/o Roosevelt Hotel, Madison Ave. & E. 45th St., or B.V.D. Co. WTD in preparation.

GUYANA—Rosmarina M. Dhaness, Rita's Bazaar, 14 Pitt St., New Amsterdam, Berbice, **interested in additional sources of textiles.** July via New York for one month. c/o R. O. Girdharry, 550 Cauldwell Ave., Bronx 55, N.Y. Itinerary: New York, others as necessary. WTD in preparation.

JAMAICA—Arthur A. Leon, Leon's Beauty Products, 38 Hanover St., Kingston, **interested in obtaining a licensing agreement to manufacture cosmetics, especially hair straightening preparations, hair lotions, powders, under U.S. brand names, and in finding U.S. sources of supply for perfume bottles** and requesting technical information. June 23 via New York for two weeks. c/o Mrs. Nora Fergusson, 1305 Findley Ave., Bronx 56, New York. Itinerary: New York. WTD 6/67.

SWITZERLAND—Eric A. Martin, Mgr., North American Area, Posalux SA, 18 Rue Oppliger, 2500 Bienne, **interested in contacting trade associations, manufacturers, potential buyers of transfer line and rotary indexing machine tools of Swiss origin; will consider establishing a subsidiary to sell and service Posalux machine tools in United States.** June via New York for six-eight months. c/o International Manufacturing & Equipment Co., Inc., 250 W. 57th St., New York, N.Y. 10019. Itinerary: East Coast, Great Lakes, North and South West, industrial centers. WTD in preparation.

TAIWAN—Tan Chien, Chientan (Taiwan) Co., No. 2, La. 399 Chung Cheng Road, Shihlin, Taipei Hsien, **interested in buying used airplanes and in selling ginseng tea.** July 1 via San Francisco for three months. c/o Paul W. Wong, 1433 Van Dyke Ave., San Francisco, Calif. Itinerary: San Francisco, Los Angeles, Chicago, New York, Washington, Miami, Honolulu. WTD in preparation.

THAILAND—Pricha Amatyakul, Mng. Proprietor, Vidhya Bhand, 152 Samyod, New Rd., Bangkok, **interested in direct purchase and agencies from U.S. manufacturers of educational and scientific instruments, laboratory equipment and chemicals, cosmetics, and in visiting sulphuric acid and cosmetic plants.** July 5 via Boston for six weeks. c/o Dean Howard L. Reed, Massachusetts College of Pharmacy, 179 Longwood Ave., Boston, Mass. 02115. Itinerary: 7/5-9 Boston, 7/10-12 Hartford, Conn., 7/13-18 New York, 7/19-20 Philadelphia, 7/21-28 Washington. WTD 4/19/66.

Leads for Importers

Commodities are offered direct unless specified

208 Beverage industries

FRANCE—Bordeaux table wines in wooden casks 55 and 225 liters and vintage wines, red, white, in 75-centiliter glass bottles. Wholesale exportation, direct or through well-established agents. Henri Moreau & Cie., S.A. (wholesalers, exporters), 29 Rue Borie, 33-Bordeaux, Gironde, WTD 12/20/66.

Bordeaux wines, red, white, classified and vintage qualities, in glass bottles 75 centiliters each, also in wooden casks. Wholesale exportation, direct or through agents. Moueix & Fils (A.) (growers, wholesalers, exporters), Chateau Taillefer—33- Libourne, Gironde. WTD 6/67.

232 Men's, youths', boys' furnishings, work clothing

SPAIN—Men's, youths', boys' shirts, pajamas, separate trousers. Confecciones Malfe-Suybalen (manufacturer, exporter), Paseo de Extremadura 150, Madrid (11). WTD 6/67.

242 Sawmills, planing mills

★★ **BRAZIL**—Lumber, four grades, dried in open lots; can ship in 1,000 meter lots. Madereira Atlantica Ltda. (manufacturer, exporter), Rua Domingos Crescencio 279, Porto Alegre, RGS. WTD 5/67. TM-30.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

JAMAICA—Khus Khus perfumes. P.A. Benjamin Mfg. Co. Ltd. (manufacturer), 97 East St., P.O. Box 160, Kingston. WTD 5/67.

311 Leather tanning, finishing

YUGOSLAVIA—Calf box leather full grain thickness 0.8 and 1.1-1.4 mm; calf box full grain thickness 1.2, 1.4 mm; patent leather in various colors, thickness 1.1-1.3 mm and 1.4-1.6 mm; garment leather from goat suede, soft nappa and sheep suede; pickers; utensils for garment leather; artificial leather from chrome and vegetable cuttings; beak stays; heels from artificial leather. Konus, Usnjarski kombinat (manufacturer, exporter, importer), Attention: Drago Perc, Gen. Dir., Slovenske Konjice. WTD in preparation.

342 Cutlery, hand tools, general hardware

BRAZIL—Blowtorches, gas soldering, with/without spread flame, kerosene, ½, ¾ and one liter; gas lamps, rural type, short or tall glass cover; gas lamp, portable. Prices f.o.b. Santos; volume 1,000 units per month. Vva. J. Aloys Griebeler & Cia. (manufacturer), Ltda., Benj. Constant 283, C. Postal 3094, Porto Alegre, RGS. WTD 5/67.

343 Heating apparatus, plumbing fixtures

★★ **BRAZIL**—Kerosene stoves of polished tin, with or without silent burner, f.o.b. prices Santos; 1,000 units available per month. Vva. J. Aloys Griebeler & Cia. Ltda. (manufacturer), Benj. Constant 283, C. Postal 3094, Porto Alegre, RGS. WTD 5/67. TM-20.

505 Farm products—raw materials

BARBADOS—Yearlings and two year old horses. Miller Bros. (livestock exporter), Tudor St., Bridgetown. WTD 5/25/67.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1.00 per list for each country. All are dated June.

Air Conditioning and Refrigeration Equipment—Importers, Dealers and Manufacturers—Ceylon.

Clothing—Manufacturers—Trinidad and Tobago.

Curios, Novelties and Handicrafts—Manufacturers and Exporters—The Netherlands.

Feedstuffs—Importers, Dealers and Manufacturers—Lebanon.

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers—Turkey.

Photographic Supplies Dealers and Photographers—Chile.

Provisions—Importers and Dealers—Iraq.

New Books and Reports

***Trade Liberalization Among Industrial Countries.* By Bela Balassa. Published by McGraw-Hill Co., New York. 1967. 251pp. $7.95.**

Mr. Balassa is an advisor with the International Bank for Reconstruction and Development in Washington, D.C. In this volume he appraises economic relations between the United States and industrial countries, considering three possibilities for liberalizing U.S. trade: an Atlantic Free-Trade area; periodic tariff reductions in accordance with the most-favored nation clause; and a trade arrangement among industrial countries that excludes the Common Market.

Mr. Balassa compares the probable economic effect these policies would have on individual countries and on groups of countries, including the repercussions on foreign investment and the reciprocal influence of investment on trade. He also examines the political objectives and effects of each alternative and of European integration.

Write: McGraw-Hill Book Co., 330 West 42nd St., New York, N.Y. 10036.

***A Bibliography on Economics of Containerization.* Compiled by Dorothy V. Ramm. Published by The Transportation Center, Northwestern University, Evanston, Illinois. 1967. 12pp. Free.**

This bibliography lists U.S. and foreign references on containerization covering approximately the period Jan. 1, 1965 to Apr. 5, 1967. Economic aspects of containerization have been stressed.

Most of the material listed is included in the Library Collection of the Transportation Center, Northwestern University.

Write: Management Programs Office, Transportation Center, Northwestern University, Evanston, Ill. 60204.

***Annual Abstract of Statistics, No. 103, 1966.* Published by the Central Statistical Office. London. 1966. 364pp. $5.30.**

Chapter headings include: area and climate; population and vital statistics; social conditions; education; labor; production; retail distribution and miscellaneous services; transport and communications; external trade; overseas finance; home finance; banking and insurance; and prices.

Most of the tables give annual figures, so far as they are available, for each of the years 1955-65. Some tables include figures for the early months of 1966.

Sources, such as Government departments, organizations, associations, or publications, are also listed.

Write: British Information Service, Sales Section, 845 Third Ave., New York, N.Y. 10022.

***Brewing Industry Survey 1967.* (26th edition) 1967. 160pp. $50.**

This survey of the brewing industry in the United States, Canada and Mexico contains statistics on shipments, taxes, imports, consumer expenditures, per capita consumption, retail outlets, buying-marketing patterns, and other relevant information.

Detailed financial and sales analysis of the industry, with data on capacity, and sales of individual breweries during each of the last five years are included, as is a register of executive personnel.

Write: Research Company of America, 660 Madison Ave., New York, N.Y. 10021, for free descriptive brochure.

Census publication gives foreign trade statistics

The Bureau of the Census has introduced a new monthly publication entitled *Highlights of U.S. Export and Import Trade.*

Highlights replaces several monthly summary reports previously issued, and presents statistics for imports and exports by commodity groupings, by foreign country and world area, by U.S. Customs district and region, and by method of transportation.

Each issue gives figures for the current month and previous month, cumulative figures since the first of the year, and comparisons with a year earlier.

Single copies are priced at 50¢, annual subscriptions at $4.25. **Write:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 or any Department of Commerce Field Office.

***U.S. Investment in Latin American Food Processing.* By John R. Moore and Frank A. Padovano. Published by Frederick A. Praeger. New York. 1967. 225pp. $12.50.**

Food processing in each of 11 major Latin American countries is discussed in this book. The incentives and barriers to U.S. investment are listed in three categories: government-related business problems, production factors and market factors.

Government-related business problems include: exchange control, price control, taxes and tax evasion, expropriation, inflation and civil disorder. Production factors include labor, capital, transportation and production efficiency. Some of the market factors are population, personal income, and individual tastes.

Recommendations are made to the United States and to various Latin American governments to improve the opportunities for Latin American investment and thus provide a necessary ingredient for rapid economic growth.

Write: Frederick A. Praeger, Publishers; 111 Fourth Avenue; New York, N.Y. 10003.

***Export Packing Heavy Machinery.* Published by the 7 Santini Brothers, Inc. New York. 16pp. Free.**

This new brochure describes in detail what to look for in packing heavy machinery, electronic equipment and other high value delicate commodities for export.

Write: Santini Bros., Inc., 57-48 49th St., Maspeth, N.Y. 11378.

***Economic Survey of the New Hebrides.* By J. S. G. Wilson. Published by Her Majesty's Stationery Office. London. 1966. 227pp. $9 postpaid.**

Several ways are discussed by which a small territory in the South Pacific can be assisted in developing its limited natural resources as a means of raising the living standards of its population.

The increased production and more effective marketing of better quality copra, and to a lesser extent of fish products, manganese and cocoa, are seen to be the most obvious means of raising living standards fairly quickly. A major part of the survey is devoted to the rele-

vant production and marketing processes.

The improvement of transportation and communication will be required, as well as extension of the existing banking and financial facilities, according to the author.

Write: British Information Service, Sales Section, 845 Third Ave., New York, N.Y. 10022.

***Overseas Business Reports*. U.S. Department of Commerce. Washington, D.C. 1967. $13 per year ($5 additional for overseas mailing), 15¢ per copy.**

U.S. Trade with Major World Areas, 1965 and 1966. OBR 67-21. The report consists of three tables: U.S. exports of principal commodities in major world areas, 1965-66; U.S. imports of principal commodities from major world areas 1965-66; and U.S. general imports by major end-use categories from principal areas and countries, 1965-66.

Selling in Finland. OBR 67-22. This booklet covers the road to selling, commercial practices, marketing aids, and government procurement in Finland.

Establishing a Business in Taiwan. OBR 67-23. Necessary information about government policy on investment, legislation governing investment, Taiwan's business organization, industrial property protection, employment, taxation, availability of capital, basic economic facilities and investment information services is included.

Basic Data on the Economy of the Federal Republic of Germany. OBR 67-24. Information is presented on industrial sectors, labor force, finance, foreign trade, structure of the economy, government role in the economy and outlook for the economy.

Brazilian Income Tax Legislation. OBR 67-26. This report examines some recent changes in Brazilian income tax legislation, going back as far as 1964 to cover necessary background. It is intended primarily to provide end users with detailed information about the Brazilian tax, and evaluates certain aspects of income tax policy.

Foreign Trade Regulations of Surinam. OBR 67-27. This booklet contains the following material: trade policy, import tariff system, special customs provisions, shipping documents, marking and labeling requirements, non-tariff import controls, Surinam export controls, U.S. controls and government representation.

Write: any Dept. of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***The German Stock Corporation Law (Aktiengesetz 1965)*: By Rudolph Mueller and Evan G. Galbraith. Fritz Knapp Publishers. Germany. 504pp. $12.45.**

The new German corporation law of 1965 provides improvements in shareholders' rights as well as a reform of the rules of accounting and appropriation of profit. The Law also provides detailed and in many respects new regulations applicable to affiliated enterprises.

The book contains a 16-page introduction, written especially for the foreign reader; a 5-page table listing the headings and subheadings of the law; a 450-page text of the law in German and in English translation; and an index in both languages.

This publication should be valuable for American companies, lawyers, investors, and consultants interested in the operation of German stock corporations.

For further information **write:** Fritz Knapp Publishers, Frankfurt on Main, Germany.

***Economic Surveys*. Published by the Organization for Economic Cooperation and Development. Paris. 1966. 80¢ each.**

Two new titles are available in this series of economic studies for member countries, published annually by the OECD. These booklets contain information on economic developments and policies, business trends and economic outlook. Emphasis is placed on each country's most important current problems.

A statistical annex is included for each country, showing major business indicators, wages and prices, public finance and foreign trade.

Portugal. Dec. 1966. 54pp.

Greece. Apr. 1967. 52 pp.

Write: OECD Publications Office, Suite 1306, 1750 Pennsylvania Ave. NW., Washington, D.C.

***The Port of Milwaukee—An Economic Review*. By Eric Schenker. Published by the University of Wisconsin Press. Wis. 1967. 212pp. $7.50.**

Historically, the Port of Milwaukee has served the North American mid-continent. Since the opening of the St. Lawrence Seaway in 1959 it has expanded into an international port of growing importance.

Dr. Schenker documents the changing character of the port's operations as the volume of its overseas trade increases, investigates the traffic pattern of its hinterland, and predicts a rising role for Milwaukee as a leading port on the nation's "fourth seacoast." He examines the influence of both local and federal government on port activities, discusses domestic and foreign traffic, analyzes the port's effectiveness in developing potential overseas traffic, and suggests policy recommendations for future port activities.

Write: The University of Wisconsin Press, Box 1379, Madison, Wis. 53701.

***Argentine Economic Policy*. Published by the Press Secretariat of the Presidency of the Nation. Buenos Aires. 1967. 35pp. Free.**

The first part of this publication is a copy of a document submitted to the Inter-American Committee of the Alliance for Progress in early 1967 entitled: "Economic policy defined. Program to be implemented in 1967."

The remainder of the booklet is the text of the speech entitled "The Great Transformation" delivered by the Minister of Economy and Labor earlier this year, regarding the exchange and tariff reforms enacted and their significance in the general context of the country's economic policy.

Write: Republica Argentina, Secretaria de Hacienda de la Nacion, H. Yrigoyen 250, Piso 9, Officina 941, Buenos Aires, Argentina.

OECD publications catalog available

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CHICAGO—July 12—In-Office Meeting, Field Office. Sponsor: Commerce Field Office.

CHICAGO—July 11—Patent Cooperation Treaty Conference, Federal Bldg. Speakers: Gerald D. O'Brien, Asst. Commissioner of Patents; **Vincent D. Travaglini, Director, Foreign Business Practices Div., BIC;** David B. Allen, Acting Director, Office of International Patent & Trademark Affairs. Sponsors: U.S. Patent Office, Commerce Field Office.

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DALLAS—July 18—Patent Cooperation Treaty Conference, First National Bank. Speakers: Gerald D. O'Brien, Asst. Commissioner of Patents; **Vincent D. Travaglini, Director, Foreign Business Practices Div., BIC;** David B. Allen, Acting Director, Office of International Patent & Trademark Affairs. Sponsors: U.S. Patent Office, Commerce Field Office.

KANSAS CITY—July 13—Workshop for New Exporters, Federal Office Bldg., Sponsors: REEC, Commerce Field Office.

LOS ANGELES—July 20—Patent Cooperation Treaty Conference, Union Oil Center. Speakers: Gerald D. O'Brien, Asst. Commissioner of Patents; **Vincent D. Travaglini, Director, Foreign Business Practices Div., BIC;** David B. Allen, Acting Director, Office of International Patent & Trademark Affairs. Sponsors: U.S. Patent Office, Commerce Field Office.

LOS ANGELES—July 28—Export Expansion Seminar at the U.S. Commerce Dept.'s Los Angeles Field Office. Sponsor: Commerce Field Office.

MEMPHIS—July 12—Exporter's Roundtable Monthly Meeting, Ramada Inn. Sponsor: Middle Tennessee Exporters.

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NEW YORK—July 18-19—Businessmen's Consultation, **Alexander Davit, Commercial Counselor, Paris.** Sponsor: Commerce Field Office.

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PHILADELPHIA—July 24—Businessmen's Consultation, **Alexander Davit, Commercial Counselor, Paris.** Sponsor: Commerce Field Office.

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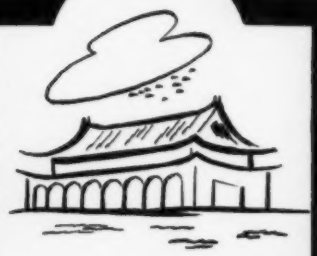

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